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ABSTRACT

The report of the Pittsburg State University (Kansas) development program for fiscal year (FY) 1991 addresses the annual fund, planned giving, the Pittsburg State University (PSU) Foundation, the Capital Campaign, and development plans for FY 1992. The university strives to provide additional private funding to supplement state support. Total private support for PSU in FY 1991 was $2,169,447. Total private support for FY 1990 was $3,138,308. PSU ranked third, nationally, in dollars raised per-student-enrolled. From FY 1990 to 1991 alumni donors increased from 4,163 to 4,947; this resulted in an increase in the solicitation percentage effectiveness ratio from 14.3 percent for FY 1990 to 17.53 percent in FY 1991. Foundation support of PSU was $43,852 for FY 1991. Business support in FY 1991 was $1,223,009 (56 percent) compared to $647,901 (20.64 percent) for FY 1990. The PSU Foundation Investment Funds (market value) amounted to $9,666,352 at the end of FY 91 compared to $9,008,821 in FY 1990. appendixes list annual development calendars, comparative Council for Aid to Education tables, Office of Research proposals and grants, alumni of record policy and statistics, phonathon report, bequests to PSU Foundation cumulative record, PSU Foundation Board of Trustees, PSU Foundation by-laws, PSU Foundation endowment study, and volunteers on PSU Advisory councils. Included are 25 tables. (JB)

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DEVELOPMENT ACHIEVEMENTS

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FISCAL YEAR 1991

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PITTSBURG STATE UNIVERSITY

PITTSBURG, KANSAS

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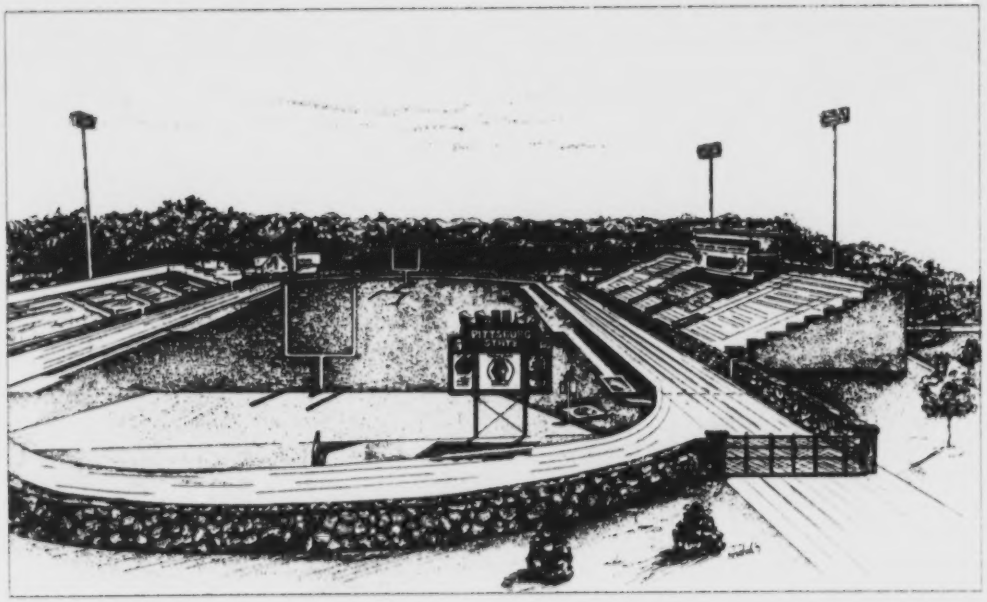
PITTSBURG STATE UNIVERSITY DEVELOPMENT ACHIEVEMENTS FOR FISCAL YEAR 1991

JOSEPH G. SMOOT
VICE-PRESIDENT FOR DEVELOPMENT

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS



Brandenburg Field/Carnie Smith Stadium

Pittsburg State University • Pittsburg, Kansas

Brandenburg Field and Carnie Smith Stadium became the first facility at Pittsburg State University funded by private support. Construction on the west stadium began in the summer of 1923 after a successful fundraising campaign among students, faculty, alumni, and Pittsburg residents reached the $100,000 goal. To ensure that the stadium would be completed in time for the 1924 season, President William A. Brandenburg, for whom it is named, required faculty members to contribute up to eight hours of labor each week on the facility. The stadium is architecturally notable for the concrete relief over the front entrance sculpted by Waylande Gregory. The east stands, constructed in 1940, completed the facility that included the beautiful stone wall that graces the field. In 1986, the University launched a capital campaign that provided $1,000,000 in private funding to renovate the stadium. The refurbished stadium got new seats, lights, turf, scoreboard and press box. In addition, the University built an all-weather track and named it for Prentice Gudgen, long-time track coach. Pittsburg State added the name of famed football coach, Carnie Smith, to the facility at the conclusion of the Campaign For Distinction.

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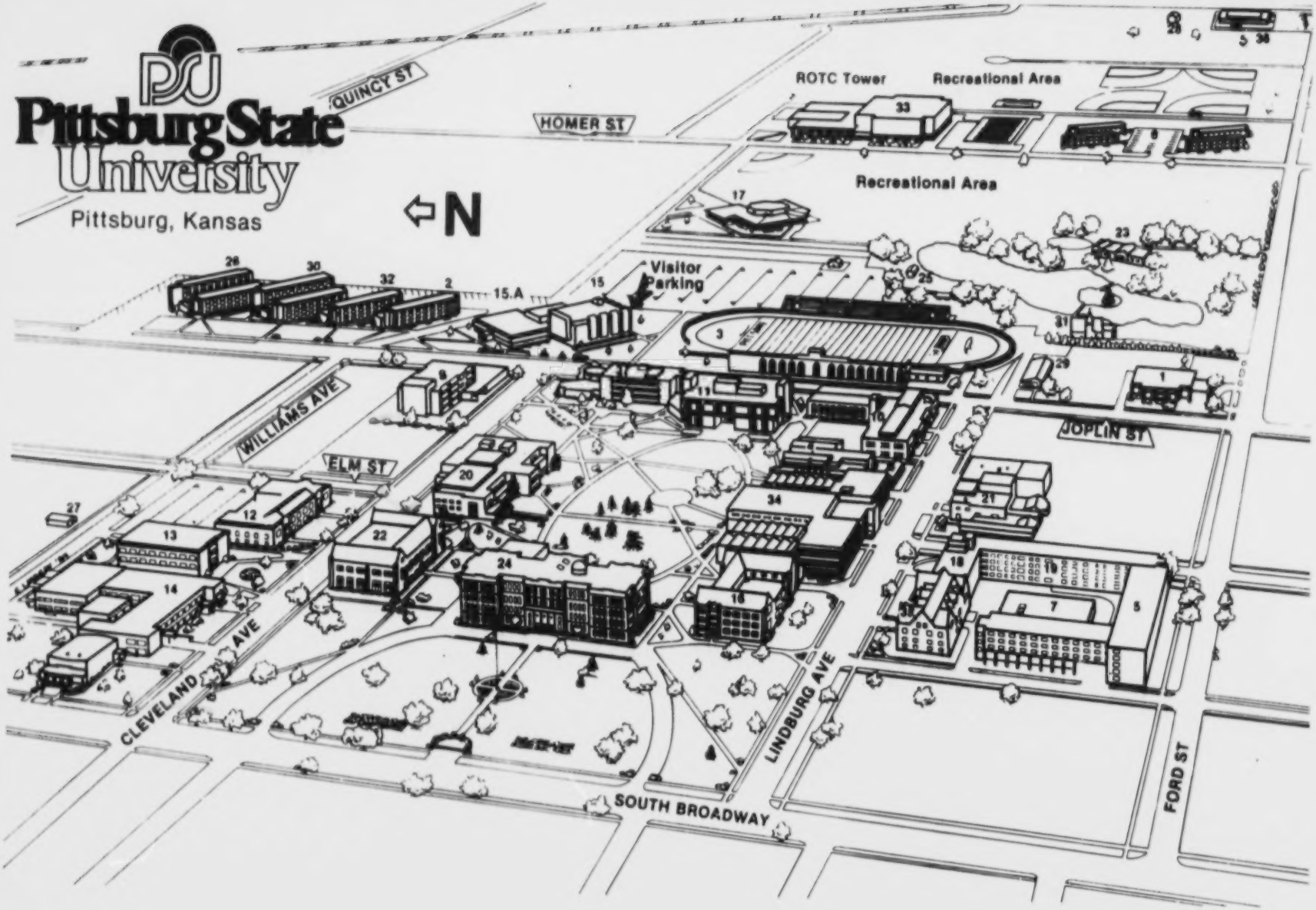

Pittsburg State University
Pittsburg, Kansas
PSU
N
QUINCY ST
HOMER ST
ROTC Tower
Recreational Area
Recreational Area
Visitor Parking
15.A
WILLIAMS AVE
ELM ST
JOPLIN ST
CLEVELAND AVE
LINDBURG AVE
SOUTH BROADWAY
FORD ST

CAMPUS MAP

1. Alumni Center
- Alumni Relations & Development
- Bulk Mail/Demographic Services
- PSU Foundation, Inc.

2. Bowen Hall
- Co-ed Residence Hall

3. Brandenburg Field
- Carnie Smith Stadium
- Prentice Gudgen Track
- August and Helen Rua Pressbox

4. Chandler Hall
- Home Economics-*Rm 101*

5. Dellinger Hall
- Co-Ed Residence Hall

6. East Campus Apartments
- Family Housing

7. Gibson Dining Hall
- Dining Room for all Residence Halls

8. Greenhouse

9. Grubbs Hall-College of Arts and Sciences
- Dean-*Rm 311*
- Communication-*Rm 434*
- Debate/Forensics-*Rm 210*
- English-*Rm 425*
- Foreign Languages-*Rm 428*
- Instructional Media Labs-*Rms 201-203*
- International Student Services-*Rm 405*
- Television Studio/Radio Lab-*Rm 215*
- Writing Center-*Rm 101*

10. Hartman Hall
- Technical Education Center Programs
  - Air Conditioning/Refrigeration-*Rm 206*
  - Electricity-*Rm 214*
  - Electronics-*Rm 211*
  - Welding-*Rm 108*
- Industrial Arts and Technology Programs
  - Auto Body-*Rm 104*
  - Auto Mechanics-*Rm 106*
- Instructional Media-*Rm 332*
- Reserve Officers' Training Corps (ROTC)-*Rm 201*

11. Heckert/Wells Hall
- Biology-*Rm 228a*
- Chemistry-*Rm 104b*
- Herbarium-*Rm 301*
- Nature Quest-*Rm 327*
- Raptor Reach-*Rm 327*

12. Horace Mann Building
- Storage Facility

13. Hughes Hall-School of Education
- Associate Dean-*Rm 115*
- Center for Educational Services, Evaluation and Research-*Rm 110*
- Curriculum Laboratory-*Rm B6*
- Curriculum and Instruction-*Rm 201*
- Dean-*Rm 116*
- Psychology & Counseling-*Rm 112*
- Research Computer Lab-*Rm 113*
- Special Services and Administrative Studies-*Rm 110*
- Teacher Education Computer Laboratory-*Rm 316*

14. Gladys A. Kelce School of Business
- Academic Advisement (Kelce School)-*Rm 102*
- Accounting Lab-*Rm 209*
- Academic Computing Coordinator-*Rm 151*
- Accounting-*Rm 201*
- Business Administration-*Rm 110*
- University Computer Lab-*Rm 153*
- Dean-*Rm 101*
- Computer Science/Information Systems-*Rm 223*
- Economics, Finance and Banking-*Rm 211*
- *Journal of Management Issues*-*Rm 211*
- Management Information Systems (Computing Center)-*Rm 157*
- MBA Program Director-*Rm 101*
- Microcomputer Laboratory-*Rm 103*
- Technical Education Air Conditioning/Refrigeration Program-*Rm 013*

15. Axe Library
- Learning Resources Dean-*1st Floor*
- Government Documents Center, Haldeman-Julius Collection, Special Collections and Displays, University Archives-*3rd Floor*

15A. University Bookstore

16. McCray Hall
- Department of Music-*Rm 103*

17. McPherson Nurse Education Building
- Nursing-*Rm 101*

18. Mitchell Hall
- Residence Hall undergoing repairs

19. Nation Hall
- Women's Residence Hall

20. Overman Student Center
- Director
- Program Office
- Ticket Office
- Student Activities Council
- Student Government Association
- Collegio/KANZA

21. Physical Plant/Post Office
- Building & Grounds Maintenance
- Director-*Rm 100*
- University Car Pool/ Car Scheduling-*Rm 100*
- University Mail Room/Post Office

22. Porter Hall
- Art-*Rm 101*
- University Art Gallery

23. President's Home

24. Russ Hall
- Academic Affairs VP-*Rm 203*
- Admissions-*Rm 110*
- Budget-*Rm 209*
- Business-*Rm 230*
- Business & Fiscal Affairs VP-*Rm 204*
- Career Planning & Placement Services-*Rm 216*
- Cashier/Student Loans-*Rm 233*
- Continuing Studies-*Rm 215*
- Counseling Center-*Rm 134*
- Degree Check-*Rm 105*
- Enrollment Services-*Rm 109*
- Equal Opportunity & Affirmative Action-*Rm 232*
- Facilities Planning-*Rm 211*
- Financial Aid-*Rm 115*
- Graduate School-*Rm 108*
- History-*Rm 308*
- Honors College-*Rm 317A*
- Institutional Research-*Rm 212*
- Mechanical Engineering Technology-*Rm 404*
- *Midwest Quarterly*-*Rm 414*
- Personnel-*Rm 235*
- President-*Rm 204*
- Quick Print Services-*Rm 131*
- Public Affairs-*Rm 210*
- Purchasing-*Rm 231*
- Residential Programs-*Rm 112*
- Registrar-*Rm 103-106*
- Research: Graduate Studies & Research-*Rm 108*
- Residential Programs-*Rm 112*
- Social Science (geography, philosophy, political science, sociology, social work and pre-law programs)-*Rm 317*
- Strategic Planning-*Rm 204* (President's Office)
- Student Affairs-*Rm 115*
- Student Employment-*Rm 213*
- Student Support Programs-*Rm 134*
- Testing Center-*Rm 135*
- Undeclared Majors-*Rm 115*
- Veteran Certification-*Rm 103*

25. Shelter Houses

26. Shirk Hall
- Center for Technology Transfer
- Institute for Economic Development-*North Wing*
- KRPS FM-90-*South Wing*
- Psychology Clinic and Family Counseling Laboratory
- Surface Mining Section - Kansas Department of Health and Environment

27. Special Education

28. Storage House

29. Student Health Services
- Health Services
- Biofeedback

30. Tanner Hall/Tanner Annex
- Co-ed Residence Hall

31. Timmons Chapel

32. Trout Hall
- Co-ed Residence Hall

33. Weede Physical Education Building
- Health, Physical Education and Recreation-*Rm 240*
- Intercollegiate Athletics-*Rm 247*
- Intramurals-*Rm 171*
- Physical Fitness Center — Weight Room

34. Whitesitt Hall-School of Technology and Applied Science
- Engineering Technology (construction, electronics, manufacturing, plastics)-*Rm 200*
- HIX Commercial Screen Printing Laboratory-*Rm 216*
- Industrial Arts and Technology-*Rm 98*
- Printing-*Rm 120*
- Dean-*Rm 99*
- Printing Services-*Rm 120*

35. Willard Hall
- Assistant Dean for Technology & Applied Science-*Rm 115*
- Kansas Vocational Curriculum Center-*Rm 116*
- Technical Education Center-*Rm 215*
- Technical Education Department-*Rm 114*
- VICA/HOSA Office-*Rm 209*
- University Police & Parking Services-*Rm 105*

36. Wood Technology Building

37. Yates Hall
- Mathematics-*Rm 210*
- Physics-*Rm 307*
- L. Russell Kelce Planetarium-*Rm 100*

PSU
Pittsburg State University

EXECUTIVE SUMMARY

1. Total private support for Pittsburg State University for FY 1991 was $2,169,447 that included $1,868,529 received through the Foundation and $300,918 through the Office of Research. (8, 13)

2. Total private support for Pittsburg State University in FY 1990 was $3,138,308. Among 152 peer public comprehensive colleges and universities reporting to the Council For Aid To Education, PSU's total ranked 31st in the nation (top 20 percent) while dollars raised per-student-enrolled ranked Pittsburg State University 3rd (top 2 percent) nationally. Of those ranked ahead of PSU, all had a larger enrollment while most were two, three, and four times as large. (8-9)

3. According to the most recent CFAE report for FY 1990, 4,163 alumni donors (14.30 percent of those solicited) made a gift to PSU compared to 16.90 percent nationally in peer public comprehensive institutions. For FY 1991, alumni donors increased from 4,163 to 4,947. This growth resulted in an increase in the solicitation percentage effectiveness ratio from 14.30 percent for FY 1990 to 17.53 percent in FY 1991. National figures for FY 1991 will be available in the summer of 1992. (15-16)

4. Foundation support of Pittsburg State University amounted to $43,852 for FY 1991. Of that amount, $22,000 came to the Office of Research and $21,852 to the PSU Foundation. (17-18)

5. Business support in FY 1991 amounted to $1,223,009 (56.37 percent) compared to $647.901 (20.64 percent) for FY 1990. Nationally, the percentage of business support of the total funds received by all public comprehensive colleges and universities stood at 35.7 percent for FY 1990. (18-25)

6. The Annual Fund increased to $924,834 in FY 1991 compared to $671,049 in FY 1990. Of the $924,834, $300,918 came to the Office of Research and $623,916 to the Foundation. (27)

7. Local support (Crawford and Cherokee Counties) to the University (all categories) amounted to $346,029 in FY 1991 compared to $408,923 in FY 1990. (29-32)

8. Faculty and Staff support of the University amounted to $64,421 in FY 1991 compared to $72,328 in FY 1990. Donors increased to 330 in FY 1991 compared to 320 in FY 1990. (32)

9. The Phonathon generated $193,378 in pledges in FY 1991 compared to $183,770 in pledges in FY 1990. The thirteen-year record of funds pledged through the Phonathon totaled $1,491,882. (34-37)

10. The Athletic Fund for current operations decreased from $129,772 in FY 1990 to $111,937 in FY 1991. The Athletic Endowed Scholarship Fund increased from $344,156 in FY 1990 to $388,693 in FY 1991. (37-41)

11. Bequests received during FY 1991 accounted for $144,685 of the total received of $2,169,447 (06.69 percent). During the years 1980-1989, the University received $1,745,396.73 from 30 bequests. For the fiscal years 1990 and 1991, the University has surpassed that total with receipts of $1,808,330.19. (43-44)

12. The Pittsburg State University Foundation Investment Funds (Market Value) amounted to $9,666,352 at the end of FY 1991 compared to $9,008,821 at the end of FY 1990. Total Foundation assets stood at $11,166,352 which included real estate holdings valued at $1,500,000. The Funds increased through additions and earnings from $3,264,859 in FY 1986 when the United Missouri Bank, Kansas City, was engaged as investment manager of the portfolio. Foundation investment funds have increased in seven years (FY 1985-FY 1991) from $2,162,914 to $9,666,352 (447 percent). In a comparative study of the 155 comprehensive colleges and universities reporting to the Council For Aid To Education for FY 1989, the Pittsburg State University Foundation ranked 26th (top 16.77 percent) in total size and 15th (top 09.67 percent) in terms of dollars of investment funds for each enrolled student. For FY 1990, (152 comprehensive colleges and universities reporting) the PSU Foundation ranked 19th (top 12.50 percent) in total size and 6th (top 03.94 percent) in dollars ($2,083.46) of endowment per student. Of the six universities ranked above the PSU Foundation, Emporia State University stands at 5th with $2,367.31 per student and Washburn University stands first with $5,972.16. (54-57)

13. The development report for FY 1990, Development Achievements at Pittsburg State University For Fiscal Year 1990, was published by the Educational Resources Information Center (ERIC) at George Washington University and became a national resource for development information. ERIC has published the last four PSU development reports. (4)

INTRODUCTION

Austin H. Kiplinger and Knight A. Kiplinger in America In The Global '90s (Washington, D.C.: Kiplinger Books, 1989), 1, predict that the decade of the 1990s will witness "solid economic growth, broadly shared in an increasingly interdependent world." They believe that the United States will continue to be the most influential nation in technology, trade and political leadership." Sustained economic growth will stimulate continued altruistic support of American higher education. Increasingly, the public confidence in higher education will benefit private support for public colleges and universities. These twin components of increasing private support, economic growth and public confidence, will determine ultimately how successful that development programs will be in the 1990s.

Pittsburg State University Development Achievements for Fiscal Year 1991 is the eighth report prepared by the Vice-President for Development and Public Relations. This report includes an overview of the development program with an analysis of the achievements in FY 1991 as compared with 152 other comprehensive public universities reporting to the Council For Aid To Education. Chapters devoted to annual giving and planned giving as well as the Pittsburg State University Foundation provide further information about development activities. The report includes a preliminary statement on The Campaign For Pittsburg State University. A

careful analysis and evaluation of the data contained in previous reports has aided the Office of Development in refining its statistical information.

The seventh annual report, Development Achievements at Pittsburg State University For Fiscal Year 1990, was published in the Educational Resources Information Center (ERIC) Microfiche Collection and indexed in Resources in Education (George Washington University: Clearinghouse on Higher Education, June, 1990), ED328142.

Pittsburg State University has been securing private support for forty years since the organization of the Endowment Association in 1951. The Division of Development and Public Relations came into being in the summer of 1984. In 1985, the Alumni Foundation, which was established in 1970, and the Endowment Association were merged to become the Pittsburg State University Foundation. In 1986, the PSU Foundation employed the United Missouri Bank, Kansas City, to manage Foundation assets. Investment funds have increased five-fold during this period.

For the past seven years (Fiscal Years 1985-1991), the University has reported on its development program to the Council For Aid To Education (CFAE). Reporting to the Council For Aid To Education signifies that the University is serious about its efforts. Planning and evaluation with peer comparisons enables the University to achieve its objective of a strong private-support program.

In 1984 about one-third of the public comprehensive colleges and universities, members of the American Association of State Colleges and Universities, reported to CFAE. In 1990, about one-half of these colleges and universities reported to CFAE. That alone tells the story of the increasing determination of public comprehensive institutions to seek private resources to supplement their public support. In the spring of 1991, the trustees of the California State University system asked each campus to prepare a comprehensive plan for institutional advancement. Ten years ago (1980), the California State University system raised $12,000,000 in private support. Last year (1990) they raised $87,000,000. Three campuses surpassed the $10,000,000 level last year. For the 1990s, the Chancellor of the California State University system has set a goal of $100,000,000 a year for a total of $1,000,000,000 by the year 2000. There can be no turning back from private support of public universities.

The entire Division of Development and Public Relations has worked untiringly to achieve success in Pittsburg State University's development program. The Office of Alumni Relations fosters a number of programs that contribute to donor awareness of University needs. The Alumni Chapter meetings and the Half Century Reunion, as well as the regular class reunions, all add to the total program of securing private resources for the University. The Office of Alumni Relations appointed a Director of Memberships in

1990 to increase the number of Alumni Association members. That program has proved successful. Other programs that assist the University Development are the Alumni Directory and the Visa card program. The second Alumni Directory was published in 1991. The Visa card program identifies a group of alumni especially loyal to the University.

The Office of Public Relations aids the development program in the preparation of materials, the reporting of the events and success stories, and in countless other ways. The Office of Public Relations, in cooperation with the Vice President for Development and Public Relations, has instituted a comprehensive publication program for the University. Newsletters have been established for the four schools as well as for intercollegiate athletics. Of special note is the Pittsburg State University Magazine first published in FY 1990 and mailed to all donors and members of the alumni association. During FY 1992, the University will publish two issues of Volume III of the magazine. The second general publication, the Pittsburg State University Report: A Newsletter for PSU Alumni and Friends, will appear twice in FY 1991 for all alumni providing news about the University, its students, faculty and staff, and alumni.

The development staff of truly professional people contribute technical and professional skills to the daily operation of the program. The Foundation News, the news letter of the Pittsburg State University Foundation, gave

tribute in the fall of 1991 to about 1,000 volunteers who assisted the University in its development activities in FY 1991. These volunteers included solicitors in various campaigns, members of advisory councils, and others who performed a myriad of services. Notable among these volunteers are two retired University professors who direct alumni chapter relations and student scholarships. A successful development program requires the knowledge and skills of many people. Pittsburg State University is fortunate indeed to have an abundance of talented people, both full-time professionals and volunteers, to further private support.

The paramount objective of Pittsburg State University's development program is to provide funding beyond the state support in order to distinguish the University among its peers in the United States. That worthy ideal provides a challenge to the private donor to assist the University in fulfilling its mission. It also serves to challenge those who strive to serve the University in the rewarding efforts of securing ever increasing resources to meet the growing needs of a thriving educational enterprise.

Joseph G. Smoot

Pittsburg, Kansas
November 15, 1991

A REVIEW OF FY 1991 DEVELOPMENT ACTIVITIES

Fiscal Year 1991 continued Pittsburg State University's record of surpassing $2 million in private support for the fifth consecutive year. At the meeting of the Pittsburg State University Foundation trustees on July 11, 1991, Dr. Joseph G. Smoot, Vice President for Development of the University and Executive Director of the Foundation, announced that total funds received for FY 1991 amounted to $2,169,446. Of this sum, the Office of Research generated $300,917 in private support.

Total private support for the University for FY 1990 was $3,138,308. Of that total, $3,052,577 was received through the Pittsburg State University Foundation and $85,731 through the Office of Research. A major gift that was announced in FY 1991 will be received in FY 1992. Otherwise, the total of private support in FY 1991 would have been the largest ever. The University gratefully acknowledges the thousands of donors who believe in Pittsburg State by publishing their names in the autumn issue of the Pittsburg State University Magazine.

In December, after the end of the fiscal year on June 30, the University submits a report of private support to the Council For Aid To Education (CFAE). The Council compiles these reports by types of institutions and publishes the following summer a combined report, Voluntary Support of Education. Comparative data from this CFAE

report is always a year old when used to measure the effectiveness of a development program.

The University's record of $3,138,308 for FY 1990 ranked Pittsburg State 31st in the country among 152 regional public colleges and universities reporting to the CFAE. The $2,495,876 reported for FY 1989 ranked Pittsburg State University 33rd among the 152 regional state colleges and universities reporting to CFAE.

In Appendix 2, 152 CFAE public comprehensive institutions are listed alphabetically and according to Total Dollars Raised, Dollars Raised Per Student, and Enrollment for FY 1989 (Tables 1, 2, 3, and 4). Pittsburg State's $3,138,308 received in FY 1990 gave the University a comparative ranking of 31st (top 20 percent) among the 152 institutions. In analyzing the dollars received per student, Pittsburg State University ranked 3rd (top 2 percent) among the 152 institutions. In total enrollment, Pittsburg State University ranked 113th among the 152 institutions. The ranking by total number of students indicates that the fund-raising results of Pittsburg State University are superior by any measure.

Of the thirty institutions ranked ahead of Pitt State's 31st position in Total Dollars Raised, none had a smaller enrollment than Pitt State, four were slightly larger, five were at least twice as large; the remaining twenty-two institutions ranked above PSU were three to six times as large. Most institutions ranked higher than Pittsburg State

University not only have larger enrollments and more alumni, but also are generally located in urban areas with greater access to broader corporate and foundation support.

Pittsburg State University has formally selected six peer regional public universities for comparative purposes with respect to state funding. These universities, located in all areas of the United States, serve as peers because they have similar programs to those at Pitt State. The peer universities are Northern Arizona University, Western Carolina University, Murray State University, Eastern New Mexico University, Central Oklahoma University, and Eastern Washington University.

Three of these universities (Western Carolina, Murray State, and Eastern Washington State) reported to the Council For Aid To Education for FY 1990. None of the three universities secured more private funds than Pittsburg State University. All three are larger in enrollment but Pittsburg State University raised more dollars per student than any of the three peer universities. Pitt State's $622.18 per student exceeds Western Carolina's $284.46, Murray State's $227.65, and Eastern Washington State's $83.41 by a significant margin in measuring the impact of the private resources on the institution. It is gratifying to know that Pittsburg State University has a stronger development program than any of its peer universities.

Resource development for American higher education has become one of the most important occurrences in recent

years. Regular sources of support, whether from sponsoring organizations, tax dollars, or endowment income, have been unable to do much more than keep funding at a status-quo level. Some slippage has occurred perhaps more in the private sector than in the public with the support uneven in both areas. Some private and public institutions have fared rather well, others have not.

All development activities at Pittsburg State University are focused on the two major efforts of Annual Giving and Planned Giving. The development report format for Fiscal Year 1991 will reflect the emphasis given to current and deferred giving.

The Annual Giving programs include the University Fund and the Athletic Fund. For the University Fund, the Development Office conducts a Community Campaign in November (includes campaigns for faculty and staff as well as for the community), a Direct Mail effort with three basic mailings, and the Phonathon occurring in February and March. A limited number of additional mailings are made throughout the year. The Athletic Fund receives support from a spring Community Campaign, solicitation of lettermen, the Athletic Association, the annual Gorilla Golf Day, and other special fund-raising efforts.

The Office of Development successfully completed the Campaign For Distinction during the 1990 Fiscal Year. Pittsburg State University had never attempted a capital campaign before launching this effort in the spring of 1986.

The Campaign passed the goal of $9,844,000, reaching $10,004,776. Beginning in FY 1991, planning for a new capital campaign began and will continue through FY 1992.

Table 1 gives the total gifts to Pittsburg State University for the past ten years by gift types. The three types are current, endowment, and capital gifts. It should be noted that current funds provide support for student scholarships, faculty research and professional development, equipment, and other educational needs that can only be met through private funds.

The Annual Fund posted an impressive record in FY 1991; the $623,916 was the largest amount ever received by the Office of Development. The Director of Annual Giving provided outstanding leadership to accomplish this achievement. The Annual Fund is well on the way to the goal of $1,000,000 that the Office of Development projects for it in the near future. Endowment reserves include both permanent and quasi-endowment accounts. The amount added to the endowment fund in FY 1991, $432,081, continues to be a strong component of the development achievements. Inkind gifts have largely gone to the School of Technology and Applied Science. It would be difficult to imagine how the faculty in this School could offer its programs without having developed this substantial equipment support. In FY 1991, the largest total ever of inkind gifts, $626,927, came to the University.

TABLE 1
TOTAL PRIVATE FUNDS RECEIVED

Fiscal Year	Total Gifts	Current	Current Research	Endowment	Capital Purpose	Inkind
1980	411,315	241,647		147,207		22,461
1981	603,675	165,112		347,274		91,289
1982	1,106,388	181,338		767,969		157,081
1983	495,316	266,512		178,885		49,919
1984	889,421	311,904		121,002		456,515
1985	1,329,986	344,664		501,133		484,189
1986	1,360,730	496,345		287,308	81,162	495,915
1987	2,067,069	399,643		1,040,090	60,002	567,334
1988	2,002,536	495,567	171,628	800,191	65,001	470,149
1989	2,495,876	493,989	128,472	1,339,846	220,602	312,967
1990	3,138,308	585,318	85,731	1,958,914		508,345
1991	2,169,447	623,916	300,918	432,081	185,605	626,927

Of the $2,169,447 total in private University funding, $300,918 was received through the Office of Research. Table 2 records the sources and amounts for these private funds which came to the University to support instruction and research. This is the third year that the Office of Development has reported these funds secured from private sources to the Council For Aid To Education. Appendix 3 provides a complete report of Office of Research Proposals and Awards. The Office of Research receives contract and grant funding primarily from government agencies although some support comes from the private sector.

TABLE 2
OFFICE OF RESEARCH PRIVATE SUPPORT FOR FY 1991

Organization	Amount Of Grant
Corporations/Business	
General Motors Corporation	$207,594
Society of Manufacturing Engineers	17,000
Superior Industries	54,324
Total FY 1991	$278,918
Foundations	
Research Corporation	$ 22,000
Total FY 1991	$ 22,000
TOTAL	$300,918

Table 3 identifies the sources of the $1,868,529 in private funds secured by the Office of Development in FY 1991 with comparative data for Fiscal Year 1990 according to categories established by CFAE. A sizable increase was

TABLE 3
COMPARISON OF SOURCES OF PRIVATE FUNDS RECEIVED
IN FY 1990 AND FY 1991

Source	Total Funds FY 1990	Total Funds FY 1991
Alumni	$2,112,695	614,702
Parents	700	995
Others	312,276	269,084
Foundations	29,000	21,852
Corporations/Business	521,280	878,163
Corporations/Business Matching	60,890	65,928
Religious Organizations	100	100
Other Organizations	15,636	17,705
Total	$3,052,577	$1,868,529

registered in gifts from business, however, alumni and others sustained declines in support which accounted for the difference in the two fiscal years.

An analysis of the sources of Pittsburg State University funds will enable us to make comparisons in these categories with other regional comprehensive institutions reporting to CFAE. The following appraisal of the sources of the University's private support conforms to the same categories listed in Table 3.

Alumni. All donors to the University are important in securing maximum private funding. Alumni donors form the nucleus of all University private support. The weekly reports identify all donors individually with gift amounts. The Office of Development must continue to improve donor classification and tracking. A large percentage of the total dollars secured from private sources comes from donors who give $100 or more. These individuals have demonstrated their interest and commitment, and the University has a rich resource in these friends.

Table 4 records information about the number of alumni of record, those solicited, the number who responded, and the solicitation effectiveness expressed in the percentage of donor respondents. National comparisons will be possible using FY 1991 data. The Office of Development established a policy in FY 1991, in counsel with the Council For Aid To

Education, concerning the method used to determine the alumni of record. As previous data contain a different

TABLE 4
COMPARISON OF ALUMNI OF RECORD, SOLICITED, AND DONORS

Year	Alumni Record	Alumni Solicited	Alumni Donors	Effectiveness PSU	Effectiveness Others
1991	32,050	28,894	4,937	17.09	16.90*

* For FY 1990

method of calculation, national comparisons will not be possible until FY 1991 data appears. The policy statement along with calculations for the data used in Table 4 may be found in Appendix 4 of this report.

Parents. The Office of Development has not begun an active parent's program. The University does sponsor a Family Day in the autumn in conjunction with a nome football game. The Office of Development needs to identify the second and third-generation students through alumni research and plan special strategies in approaching them. Families committed to the University over several generations make strong supporters. It is imperative that the University experiment with a parent support program. One possibility is a model used at some universities in which parents can become associate members of the PSU Alumni Association. That might identify a group of parents who wish to be associated more closely with the University.

Others. The University is extremely fortunate to have a strong base of support from non-alumni individuals. Table 3 reveals that this group gave $269,084 to the University in FY 1991 which was 14.4 percent of the total funds received. These individuals contributed $93,972 for current operations, $156,742 for endowments, $10,000 for capital purposes, and $7,870 in inkind gifts. In FY 1990, non-alumni individuals gave $312,276, which represented 10.2 percent of the total funds received from private sources.

Foundations. Pittsburg State University has not attracted significant Foundation support. As has been demonstrated in previous reports, Foundation resources in Kansas are minimal. They are practically non-existent in southeast Kansas. Competing with research universities and private institutions for national foundation dollars is extremely difficult for Pittsburg State University.

Increasingly, Pittsburg State University must enter this competition for Foundation support. Some of the new Institutes and Centers may launch innovative programs that will attract Foundation support. The research into Foundation giving patterns, the identification of potential University projects, and the preparation of proposals require the skills of a professionally qualified Director of Foundation Grants. PSU's program has not grown to the extent to warrant such an investment.

The University, through the Office of Development, has received $268,506 from Foundations since 1980. The highest

total for one year was in FY 1988 when the University received $72,002 in Foundation gifts through the Office of Development. It should be noted that Foundation gifts of

TABLE 5
FOUNDATION GIFTS

FY Gifts	Amounts	$ 5,000+
1980	$ 8,200	1
1981	11,450	1
1982	4,500	0
1983	9,895	0
1984	7,350	0
1985	32,475	2
1986	18,250	1
1987	22,575	1
1988	72,002	3
1989	30,432	1
1990	29,000	2
1991	21,852	2
	$267,981	14

$5,000 or more are recorded in the Foundation Grants Index which gives visibility to colleges and universities attracting such support. Foundation grants are in a certain sense an index of quality when measuring universities. It is for this reason, among others, that Pittsburg State University should expand its efforts to attract more Foundation dollars. One solution to securing more Foundation support may be to attract a volunteer professional who might be willing to devote a few hours a week to preparing grant proposals.

Corporations and Businesses. Pittsburg State University continues to build on a growing relationship with business and industry to foster integral connections for the

welfare of the University's faculty and students. Opportunities for faculty experience through consulting and research creates a favorable tie to the work place. Moreover, the teaching of special courses in the corporate setting is another link to the business world. Student internships and job placement in productive business careers adds to the inseparable ties that must exist between a university and the economic institutions that make the fabric of modern society.

Pittsburg State University has developed the components of a successful corporate relations program. This includes extensive use of the advice of business and industry leaders on University advisory committees. The involvement of the faculty in various corporate settings makes the interchange reciprocal. University leadership in economic development efforts in Pittsburg and the region contributes a significant factor. Through the leadership of University Officers and the establishment of the Institute of Economic Development and the Center for Technology Transfer, the University has strengthened linkages to the business community.

Support for PSU from business and industry comes through matching gift programs, direct grants to the University of both a restricted and unrestricted nature, and inkind gifts.

The Matching Gift Program forms a vital component of the University's development efforts. The Council for

Advancement and Support of Education (CASE) serves as the national clearinghouse for corporate matching gift information. Each year CASE publishes an extensive report giving information about matching gifts. The Office of Development makes good use of this information, especially in the phonathon conducted in February. Table 6 gives a comparison of matching gift support for the past five years. Included in the five-year comparison is national data from the Council For Aid To Education report, Voluntary Support of Education.

TABLE 6
FIVE-YEAR COMPARISON OF MATCHING GIFT SUPPORT

Fiscal Year	1987	1988	1989	1990	1991
Number of Companies	131	118	112	118	131
Number of Gifts	410	396	348	341	412
PSU Matched Dollars	$53,165	$61,643	$52,311	$60,890	$65,928
Average PSU Matched Gift	130	156	150	179	160
Average Institution Nationally	$34,419	$27,682	$32,924	$38,019	
Average National Matched Gift	161	161	169	162	

For FY 1991, 131 companies matched 412 gifts for a total of $65,928. This constituted the second highest number of companies in the past five years. The matched

gift funds received in FY 1991 represent a slight increase for the third straight year and the largest total received during the five-year comparative period. The average matched gift for FY 1991 was $160.02 compared to $178.56 in FY 1990 and $150.32 in FY 1989. FY 1989 matched gifts of $52,311 were the lowest in the five-year comparative record. The 131 matching gift companies that supported the University in FY 1991 increased slightly over the 118 companies in FY 1990. This year's total is the same as recorded in FY 1987 which constitutes the highest total of matching gift companies in the five-year comparative record. The 444 matched gifts in FY 1986 made that the peak year to date. (See Development Achievements For FY 1990).

Of the 152 comprehensive public institutions reporting to CFAE in FY 1990, 137 had a matching gift program. These 137 public comprehensive institutions averaged $38,019 in FY 1990 compared to $32,924 in FY 1989. Pittsburg State University's $60,890 total in FY 1990 constituted 60 percent more than was received by the average public comprehensive institution in FY 1990.

The average matched gift in FY 1990 for public comprehensive institutions was $162 compared to $169 in FY 1989. The average matched gift for Pittsburg State University in FY 1990 was $178.97, compared to $150.32 in FY 1989; for FY 1991, it was $160.02.

Pittsburg State University does very well in securing matching gifts. The Office of Development, however, needs

to monitor this program to make certain that qualifying donors know that their gifts can be matched. A review of the matching gift program will be conducted in the spring of 1992.

In assessing Business Gifts in FY 1991 exclusive of matching gift support, 318 companies (including 24 professional offices) gave $349,447 in cash for current operations, capital purposes, and endowment funds which is the largest amount received in the five-year comparative period. The Office of Research generated $278,918 in private support for current operations for a combined total of $628,365 in FY 1991. For FY 1990, 319 businesses gave $210,721 in cash, and the Office of Research produced $65,731 in business support which brought the FY 1990 total to $276,452. Table 7 records the five-year comparative

TABLE 7
FIVE-YEAR COMPARISON OF BUSINESS CASH GIFT SUPPORT

Fiscal Year	Total Companies	Office of Development*	Office of Research+	Total Gifts
1987	212	134,253	128,560	262,813
1988	225	219,541	132,583	352,124
1989	256	188,677	120,177	308,854
1990	319	210,721	65,731	276,452
1991	318	349,447	278,918	628,365

Does not include *matching gifts or +foundation funds

record for business cash gifts to Pittsburg State University. The cash gifts from business have not been as steady as one would like to see. The Office of Development

needs to do further analysis of these figures in order to develop strategies to stabilize business support of the University.

The primary base for this business support comes from Pittsburg through the autumn community campaign and the spring athletic scholarship drive. The public radio station, KRPS, receives regional business support through its underwriting program. Other major business support comes from Phillips Petroleum Corporation. All in all, the local community campaign appears to be effective in its organizational approach of uniting community friends and University personnel in a joint fund-raising effort for Pittsburg State.

This particular area of PSU's development program can be expanded even more. Contacts with larger companies in southeast Kansas and elsewhere will return increasing financial assistance. Expansion of contacts and emphasis on larger gifts from regular contributors will produce more support from the business community in the years ahead. The addition of fund raising for KRPS-FM will attract additional business commitments. The Office of Development plans to review business support for the past three fiscal years and develop a strategy to attract wider involvement.

The third area of business support to Pittsburg State University is through Inkind gifts. The inkind gifts included acquisitions of useful technology equipment, automobiles for automotive technology, and printing

equipment and supplies. Other inkind gifts useful to the University are valuable books and materials for the library. According to the FY 1990 Council For Aid To Education report, Voluntary Support Of Education, 1990, public comprehensive universities reported inkind gifts totaling $41,996,000 for an average of $278,119 for each institution compared to a total of $26,434,000 for an average of $172,771 for each institution in FY 1990. Table 8 records the five-year comparative totals of business inkind support to Pittsburg State University.

TABLE 8
FIVE-YEAR COMPARISON OF BUSINESS INKIND GIFT SUPPORT

Fiscal Year	Total Companies	Total Business	Total Others	Total Inkind
1987	85	$486,735	$140,601	$627,336
1988	82	412,417	122,733	535,150
1989	72	282,292	30,675	312,967
1990	112	310,559	197,786	508,345
1991	113	528,716	98,211	626,927

In FY 1991 at Pittsburg State University, 113 companies and individuals gave inkind gifts valued at $626,927 compared to 112 companies who gave $508,345 in FY 1990. Companies and individuals that supported the University through inkind gifts have made a significant contribution to higher education. In the five-year comparative period the University has received $2,610,725 in inkind gifts.

In summary, the total cash and inkind contributions Pittsburg State University received from corporations and businesses for FY 1991, including Office of Research grants, amounted to $1,223,009 compared to $647,901 for FY 1990. For FY 1991, the $1,223,009 of business contributions amounted to 56.37 percent of the total funds received of $2,169,447. For FY 1990, it was 20.64 percent of the total funds received. A large individual bequest will explain the lower percentage in FY 1990. Table 9 gives the total business support to Pittsburg State University in a five-year comparative period.

TABLE 9
FIVE-YEAR COMPARISON OF TOTAL BUSINESS SUPPORT

FY	Business Matching	Business Cash	Business Research	Total Cash	Business Inkind	Total Business
1987	53,165	134,253	128,560	315,978	486,735	802,713
1988	61,643	219,541	132,583	413,767	412,417	826,184
1989	52,311	188,677	120,177	361,165	282,292	643,457
1990	60,890	210,721	65,731	337,342	310,559	647,901
1991	65,928	349,447	278,918	694,293	528,716	1,223,009

As reported in Voluntary Support Of Education, 1990, business/corporate support for public comprehensive institutions in FY 1990 constituted 35.7 percent of the total support received, on the average, by public comprehensive colleges and universities. This source of development funds will be a continuing anchor for private support for the University.

Religious Organizations. Pittsburg State University does not actively seek gifts from religious organizations but does receive minor gifts periodically.

Other Organizations. In this category, the University receives occasional cash gifts from various professional groups, usually for a current scholarship fund or another specific purpose.

ANNUAL GIVING

The Pittsburg State University Annual Fund has become an established component of the development program. The University depends on the Fund to finance on-going educational needs including current scholarships which constitute one of its major contributions. The following comparative report in Table 10 presents the record of the Annual Fund for the past thirteen years.

TABLE 10
ANNUAL FUND RECEIPTS

Year	Foundation Funds	Dollar Increase Decrease-	Percent Increase Decrease-	Research Funds	Dollar Total
1978	67,000				67,000
1979	90,000	23,000	34.32		90,000
1980	111,000	21,000	23.33		111,000
1981	152,000	41,000	36.94		152,000
1982	181,000	29,000	19.08		181,000
1983	264,000	83,000	45.86		264,000
1984	315,000	51,000	19.32		315,000
1985	402,130	87,130	27.66		402,130
1986	496,345	94,215	23.43		496,345
1987	399,643	96,702-	19.48-		399,643
1988	495,567	95,924	24.00	171,628	667,195
1989	493,989	1,578-	00.31-	128,472	622,461
1990	585,318	91,329	18.49	85,731	671,049
1991	623,916	38,598	06.59	300,918	924,834

The Annual Fund increase to $623,916 compared to $585,318 in FY 1990, represents a positive growth of 6.59 percent. The Office of Development projects reaching the $1,000,000 goal, exclusive of Office of Research funds, in annual giving in the near future. Two programs designed to achieve this goal are the Class Agent Program being

inaugurated this fiscal year (FY 1992) and the Alumni Network long distance telephone service offered to alumni, beginning also in FY 1992, which permits donors to designate their 10 percent savings to the University. For four years, the Office of Research receipts have been included in the Annual Fund totals which brought the cumulative total to over $600,000 for the fourth consecutive year and to near the $1,000,000 level in FY 1991.

Table 11 provides an analysis of the Annual Fund receipts by purpose. The Annual Fund total of $623,916 for

TABLE 11
FIVE-YEAR COMPARISON OF ANNUAL FUND RESTRICTED AND UNRESTRICTED GIFTS

Year	Annual Fund	Unrestricted	Restricted General	Restricted Athletics	Restricted KRPS
1987	399,643	159,154	176,599	63,890	
1988	495,567	147,085	225,998	121,669	815
1989	493,989	158,561	181,452	117,153	36,823
1990	585,318	175,872	234,985	129,772	44,689
1991	623,916	190,018	272,462	111,937	49,499

FY 1991 included $190,018 in unrestricted support, $272,462 restricted, $111,937 restricted to athletics, and $49,499 restricted to KRPS. The Annual Fund has realized a 56.12 percent increase in FY 1991 compared to the $399,643 total in FY 1987. It also represents a 6.59 percent increase over the $585,318 received in FY 1990.

Unrestricted funds of $190,018 in FY 1991 increased 8.04 percent compared to the $175,872 raised in FY 1990. For the five-year period, unrestricted funds have increased

19.39 percent with a total of $159,154 for FY 1987 compared to $190,018 in FY 1991. Restricted funds have increased 54.28 percent in the five-year period from $176,599 to $272,462 in FY 1991. Restricted funds for athletics increased 75.20 percent in the five-year period from $63,890 in FY 1987 to $111,937 in FY 1991. The $111,937 in athletic funds received in FY 1991 is the lowest in the past four fiscal years. Funds restricted to KRPS have increased during each of the past three fiscal years.

The need exists to continue to increase unrestricted funds to support more strongly such University activities as faculty development, research, and capital projects including equipment and property acquisitions. Moreover, the costs associated with the development program are partially funded through unrestricted dollars.

The University Fund--The Community Drive. The joining of the town and gown for development is an integral part of the University's portion of the Annual Fund. It consists of two parts, a local solicitation of businesses and individuals and the University faculty-staff campaign. The local Community Campaign occurred on November 6-9, 1990. About sixty teams of two members each, one from the community and one from the University, made more than 400 contacts. The Chairman for the Drive, Mr. K. I. Loy, wrote the customary "door-opener" letter announcing the Campaign. An attractive brochure also highlighted University needs. At the breakfast hosted on November 6, team members could

ask questions and secure instructions. The University Fund's Community Campaign and the Athletic Fund Campaign each contact all potential donors.

The following comparative report in Table 12 for Fiscal Years 1984 through 1991, gives the number of individual and business donors from the local area who gave less than $100 and more than $100, with the dollar totals. These figures

TABLE 12
LOCAL INDIVIDUAL AND BUSINESS DONORS

	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
INDIVIDUALS						
FY 1984	418	118	536	$9,511	70,836	80,347
FY 1985	425	145	570	10,167	67,453	77,620
FY 1986	479	142	621	11,365	91,550	102,915
FY 1987	577	423	1,000	12,907	83,580	96,487
FY 1988	555	282	837	16,482	353,295	369,777
FY 1989	671	275	946	23,196	821,160	844,356
FY 1990	704	356	1,060	23,462	255,001	278,463
FY 1991	677	367	1,044	20,512	187,800	208,312
	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
BUSINESSES						
FY 1984	1	35	36	$ 25	17,708	17,733
FY 1985	28	46	74	957	16,674	17,631
FY 1986	55	82	137	2,145	39,479	41,624
FY 1987	53	97	150	2,077	40,584	42,661
FY 1988	62	103	165	3,413	132,639	136,052
FY 1989	64	134	198	4,157	151,511	155,668
FY 1990	76	165	241	2,912	127,548	130,460
FY 1991	79	176	255	3,274	134,443	137,717

are for all local giving through the Annual Fund to the University and not just the Community Campaign, although

that effort is the largest portion. The towns used in identifying these donors are Arma, Columbus, Frontenac, Girard, Pittsburg, and Weir in Crawford and Cherokee Counties.

The total dollars from local individual contributors decreased for FY 1991 from $278,463 in FY 1990 to $208,312 in FY 1991. Local business giving increased in FY 1991 to $137,717 compared to $130,460 in FY 1990. When compared with FY 1987 before the stadium renovation project attracted local dollars, the FY 1991 local business support reveals a healthy increase.

The total number of individual donors decreased from 1,060, an all-time high in FY 1990, to 1,044 in FY 1991. The total number of business donors increased to 255 in FY 1991 compared to 241 in FY 1990. The number of $100 and above individual donors increased to 367 in FY 1991 compared to 356 in FY 1990. The number of $100 and above business donors increased to 176 in FY 1991 compared to 165 in FY 1990.

It is clear that the University has continued to attract a considerable number of donors in the local area and elsewhere. Planning has begun to identify donors in FY 1992 by county in Kansas and by state elsewhere. For Crawford County, the tracking system will include a profile of local community support. Individual and business donors will be tracked in the new system.

Another integral segment of local giving is the faculty/staff solicitation as a part of the local Community Campaign. The faculty/staff effort was planned by a committee chaired by Dean Powell of the School of Technology. A letter was sent to all faculty and staff members requesting support. Individuals contacted persons in each department to encourage them to make a gift to their University. Table 13 gives a five-year comparison of faculty/staff support.

TABLE 13
FIVE-YEAR COMPARISON OF FACULTY/STAFF SUPPORT

Fiscal Year	Number of Donors	Amount Given
1987	246	$38,636
1988	265	69,363
1989	255	65,300
1990	320	72,328
1991	330	64,421

Faculty/Staff donors remained somewhat constant for three years with 246 in FY 1987, 265 in FY 1988, and 255 in FY 1989. In FY 1990, faculty/staff donors increased to 320 and to 330 in FY 1991. Faculty/Staff giving decreased slightly in FY 1991 with $64,421 given compared to $72,328 in FY 1990. The $64,421 total is the lowest in the past four years. Faculty/staff participation in the University's development program should increase in future years. A new program that will make it easier to give through a payroll deduction plan should increase support from University employees.

The Direct Mail Campaign. Table 14 gives the number of donors and dollars received from direct mail efforts for FY 1987 through FY 1991. The total donors of 1,159 in FY 1991 is the largest total in the five-year comparative period. The $82,537 received in FY 1991 is the second highest total for the five-year period.

TABLE 14
FIVE-YEAR COMPARISON OF DIRECT MAIL DONORS AND RECEIPTS

Year	Donors	Dollars
1987	985	$111,414
1988	836	54,908
1989	1,060	50,414
1990	996	70,421
1991	1,159	82,537

The comparative record for FY 1990 and FY 1991 for the Direct Mail effort is detailed in Table 15. The three regular direct mailings for FY 1991 totaled about 16,000 fewer pieces than in FY 1990. The difference is a more

TABLE 15
DIRECT MAIL COMPARATIVE DATA FOR FY 1990 AND FY 1991

CATEGORY	LETTERS MAILED		NO. OF GIFTS		$ RECEIVED	
	1990	1991	1990	1991	1990	1991
DIRECT MAIL #1	30,231	31,298	733	977	$56,777	$71,185
DIRECT MAIL #2	29,642	30,015	176	68	9,189	3,637
DIRECT MAIL #3	20,471	3,280	87	114	4,455	7,715
TOTALS	80,344	64,593	996	1,159	$70,421	$82,537

selected third mailing to fewer prospective donors. The number of donors increased by 163, and the total dollars

increased $12,116 from $70,421 in FY 1990 to $82,537 in FY 1991. The cost saving in the third mailing was substantial.

Table 16 gives a profile of the response rate and the average gift. The average gift of $71.21 in FY 1991 increased slightly over the average gift of $70.70 in FY FY 1990. The average gift of $70.70 for FY 1990 and $71.21 in 1991 reversed the downward trend in the average gift size for FY 1988 and FY 1989.

TABLE 16
FIVE-YEAR COMPARISON OF DIRECT MAIL RESPONSES AND AVERAGE GIFTS

Fiscal Year	Letters Mailed	Number Response	Percent Response	Average Gift
1987	78,790	985	1.25	113.11
1988	82,069	836	1.01	65.67
1989	84,506	1,060	1.25	47.56
1990	80,334	996	1.23	70.70
1991	64,593	1,159	1.79	71.21

The response-rate of 1.79 percent in FY 1991 is a sharp increase over FY 1990. The percentage improved because of an excellent increase of 16.37 percent in responses and a significant reduction in total letters mailed. Target mailings must receive more attention in the future.

The Phonathon. The thirteenth annual Pittsburg State University Phonathon received pledges of $193,378 in FY 1991 compared to $183,769 in FY 1990. Table 17 gives the record of the pledges received in the annual phonathons for each of the thirteen years. The 5.23 percent increase in pledges for FY 1990 demonstrates once again that the Phonathon is

vital to the Annual Fund. Some 262 alumni, faculty, students, and friends made telephone calls to almost 6,988 alumni in FY 1991 compared to 5,474 in FY 1990. The enormous strength of this large number of volunteers aids

TABLE 17
PHONATHON TOTALS FROM 1979 TO 1991

Fiscal Year	Amount Pledged	Dollar Increase	Percent Increase
1979	$ 26,085		
1980	39,341	13,256	50.18
1981	51,768	12,427	31.59
1982	63,303	11,535	22.28
1983	83,321	20,018	31.62
1984	109,955	26,634	31.97
1985	119,257	9,302	08.46
1986	134,571	15,314	12.84
1987	158,137	23,566	17.52
1988	164,025	5,888	03.72
1989	164,971	946	00.57
1990	183,770	18,799	11.40
1991	193,378	9,608	05.23
Total	$1,491,882		

the Development Program not only through the time given but also the additional dollars given by a dedicated group of supporters.

The 1991 Phonathon consisted of 24 calling sessions. In addition, mini phonathons were held in Kansas City and Wichita, Kansas; Springfield and St. Louis, Missouri; and Bartlesville and Tulsa, Oklahoma. The full report of the phonathon appears in Appendix 5.

Table 18 provides a comparison of the amounts received at each location in FY 1990 and FY 1991. Several phonathon locations realized losses in FY 1991 compared to FY 1990.

The newer ones in Springfield and St. Louis should grow because of a concentration of PSU alumni in those areas. Losses in Wichita and Kansas City need analysis before the FY 1992 Phonathon gets underway. The gains in Bartlesville and Tulsa indicate growing University support in Oklahoma. The Pittsburg base that reaches out nationally continues to excel.

TABLE 18
COMPARISON OF PHONATHON TOTALS FOR FY 1990 AND FY 1991

Location	FY 1990	FY 1991
Pittsburg	$156,698	$164,796
Kansas City	11,330	10,855
Bartlesville	7,430	9,025
Tulsa	3,487	4,072
Wichita	3,539	3,185
Saint Louis	1,285	1,035
Springfield		410
Totals	$183,769	$193,378

Connie Kays, Director of Annual Giving, assisted by Ralf Thomas, Coordinator of Alumni Chapters, conducted the phonathons. They attended to the myriad of details required to assemble the donor cards to be used by the callers, secured the volunteers, scheduled and oriented the workers, and processed all of the paper work connected with the effort. A task of considerable magnitude and complexity, their experience and expertise have been crucial to the increasing success of the Annual Phonathon. Of particular importance is the unrestricted funding generated by the phonathons.

Table 19 gives a comparison for the past three fiscal years of the breakdown of the unrestricted and restricted giving through the phonathon. Restricted gifts have decreased and unrestricted gifts have increased during each of the last three fiscal years. The phonathon provides Pittsburg State University with flexible resources to fund University programs needed the most.

TABLE 19
COMPARISON OF PHONATHON RESTRICTED AND UNRESTRICTED GIFTS

Fiscal Year	Unrestricted Gifts	%	Restricted Gifts	%	Totals
1989	$109,394	67	54,233	33	$163,627
1990	141,440	77	42,330	23	183,770
1991	135,443	70	57,935	30	193,378

The Athletic Fund. For the sixth year, the Athletic Fund Campaign was conducted under the direction of the Vice President for Development with the active assistance of the Athletic Department. The cooperative arrangement worked well once again and will provide a base for building an even more successful future effort.

Athletic fund raising at Pittsburg State University has several major components including the general University annual fund program, the Athletic Fund Scholarship Campaign, lettermen's contributions, booster club activities, and contributions to endowment funds.

The Athletic Fund Scholarship Drive occurs in late spring. Lettermen's contributions can be made at any time,

but the major effort with these supporters is made through a phonathon in the spring and a golf tournament in early summer. Beginning in 1988, the PSU Athletic Association replaced the various booster clubs. This group does not engage directly in athletic fund-raising. All donors to the Athletic Fund automatically become members of the Athletic Association and may participate in the weekly meetings.

The Athletic Fund is an increasing necessary portion of the total operating budget of the Athletic Department at Pittsburg State University. Intercollegiate athletics play a meaningful role in Pitt State traditions. Oversight of the Athletic Fund Scholarship Campaign was through a committee chaired by Michael Loy, who served as community chairman of the Drive.

Table 20 provides a comparison of the Athletic Fund totals for the past five fiscal years. It should be noted

TABLE 20
FIVE-YEAR COMPARISON OF THE ATHLETIC FUND

	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991
General	$46,199	$ 61,485	$ 75,065	$ 91,281	$ 75,986
Baseball				350	605
Basketball	3,488	17,758	825	6,930	6,160
Football	8,540	10,089	34,941	26,990	22,279
Track	1,702	3,683	383	1,520	3,845
Women's Athletics	1,477	11,920	732	550	762
Golf	860	20	25	700	2,300
Other	2,624	16,714	5,182	1,451	0
Totals	$64,890	$121,669	$117,153	$129,772	$111,937

that for the fourth year, the Athletic Fund topped $100,000. For FY 1991, however, it decreased by $17,835 from $129,772 in FY 1990 to $111,937 in FY 1991.

The major difference in the totals of the Athletic Fund is the significant increase in the general funds. Football receipts decreased from $26,990 in FY 1990 to $22,279 in FY 1991. The Basketball Scholarship Fund posted a slight decrease from $6,930 in FY 1990 to $6,160 in FY 1991. The large increase in FY 1988 resulted from funds deposited in the Foundation from the booster club account when it was dissolved. Strategies need to be devised to increase the Basketball Scholarship Fund and to make a stronger showing in the Women's Athletic Fund as well as those for Baseball, Golf, and Track.

Contributions to endowment funds are secured by personal solicitation throughout the year. The athletic endowment funds realized another increase amounting to 12.94 percent in FY 1991. Table 21 reveals the additions made to the athletic endowment funds. The current totals are given alphabetically.

The Campaign For Distinction had the goal of adding $600,000 to Athletic Endowment Funds. Plans are underway to continue to build the permanent fund. Special commendation goes to Wayne Allai, long-time supporter of the Pittsburg State University athletic program, who has taken a special interest in the endowment portion of the Campaign For Distinction. He developed the program, Endowment For

Excellence In Athletics, and sold it to a number of major donors. The endowment program caught the imagination of several enthusiastic athletics fans and University boosters.

TABLE 21
ATHLETIC ENDOWMENT FUNDS FOR FY 1991

	1990 July 1	FY 1991 Additions	1991 June 30
Wayne Allai	$ 10,069		$ 10,069
Athletic Memorial	308	220	528
Ray/Carolyn Barto	3,400	1,600	5,000
George/Linda Barberich	1,500	1,700	3,200
Bateman Scholarship	3,640	860	4,500
Carl Beard	2,030		2,030
Emory Bezinque	826		826
George Brenner	2,000		2,000
Gary Cinotto	1,500	1,700	3,200
Homer/Evelyn Cole	3,400	1,600	5,000
Dale's Sport	17,364		17,364
William L. Dillon	4,800		4,800
Roger/Agnes Doue	1,500		1,500
Barry/Grace Draper	1,500	1,700	3,200
James L. Farley	1,262	150	1,412
Bill/Wadean Fowler		2,900	2,900
David Fowler	5,000		5,000
Joe/Susie Fowler		1,800	1,800
General Scholarships	5,215		5,215
Peter Giddings	10,000		10,000
Lebro/Jeanne Grisolano		2,400	2,400
Prentice/Greta Gudgen	1,100	200	1,300
Robert Haderlein		4,800	4,800
William/Avys Hagman	5,000		5,000
John Lance	30,799	850	31,649
Mike/Shirley Loy	3,400	1,600	5,000
Brad/Gail Mattivi	5,000		5,000
Pete/Maralyn Monsour		1,300	1,300
Joe Murphy	13,088	1,600	14,688
Roy/Zella Norris	1,800	700	2,500
Bill/Edna Rink		1,800	1,800
Jack/Yvonne Robertson	5,000		5,000
August/Helen Rua	10,100		10,100
David/Nena Rua		4,968	4,968
Bill Russell		350	350
Ernie Schmidt	3,150	525	3,675
Carnie/Cora Smith	83,580	45	83,625

	1990 July 1	FY 199 Additions	1991 June 30
Fred Spigarelli	5,000	2,500	7,500
Emily Stocker/Gorilla	10,000		10,000
Charles Sturdevant	5,000		5,000
Sunflower Scholarship	27,388		27,388
Laurence/Rozella Swisher	11,128		11,128
Robert Terlip	3,333	1,667	5,000
J. B. Towner	5,100		5,100
David Utermoehlen	5,000		5,000
Mack/Vera McNamee Vinze	5,000		5,000
Garfield Weede	11,570		11,570
Cecil/Eva Wilkinson	17,696		17,696
Joe Winchester	612		612
Unnamed Scholarship		5,000	5,000
Totals	$344,158	$44,535	$388,693

The Endowment For Excellence program is largely responsible for the increase in endowment funds for athletics. The $44,535 generated in FY 1991 increased the athletic endowment fund totals to $388,693 compared to the addition of $47,468 in FY 1990 which brought the total to $328,943 as recorded last year. In checking, omissions were discovered. Two scholarships amounting to $15,215 have been added to the FY 1991 total and one (John Lance) was reduced by $2,500 and one (David Fowler) was increased by $2,500. The corrected total for FY 1990 is $344,158 as recorded here.

The Annual Fund with its University Fund and Athletic Fund components attracted strong support to Pittsburg State University for FY 1991. That support enabled the University to achieve important objectives in the academic and athletic programs.

PLANNED GIVING

When Pittsburg State appointed a Vice President for Development and Public Relations in 1984, the University signaled its serious intention of establishing a fully operational development program. The Vice President worked with the full-time volunteer Director of Development to inaugurate a planned giving component of the University's development program. They arranged some major bequests for the University during subsequent years. In the summer of 1986, the Office of Development added a new position, the Director of Planned Giving. The first director resigned two years later. The Vice President has assumed the responsibilities of the Director of Planned Giving since 1988.

The Office of Development has made considerable progress in the first years of this endeavor. Several achievements included the following.

1) Identification of all past bequests to the University in order to have a complete record of these special gifts. Appendix 6 contains the list.

2) Identification of the University alumni who graduated before 1950, selected alumni who graduated later than 1950, and friends of the University who may identify with this program in some way as the target group for marketing the planned giving program.

3) Development of a set of guidelines to be used in the various types of planned giving.

4) Initial marketing efforts through the regular distribution of special literature describing the University's programs to the target groups.

The planned giving marketing effort began in 1987 with the purchase of quarterly direct mailings. These mailings continued until January, 1989. The responses provide a valuable pool of individuals interested in making planned gifts to the University. Solicitation efforts have resulted in several different types of planned gifts including annuity trusts, unitrusts, life insurance, and bequests. Under the Director of Planned Giving from 1986 to 1988, actual field work in the program did not progress as rapidly as anticipated. More field work has been accomplished in the past three years than previously. However, a pressing need exists to appoint a full-time Director of Planned Giving.

Table 22 provides a comparison of the summary of the bequests received since 1957. The full record is in Appendix 6. The University received its first bequest in 1957. In the 1950s, the University received $8,745.82 from one person. From 1960 to 1969 (through FY 1969), the University realized a total of $21,925.33 from five persons.

The first large estate was from Dorothy M. McPherson for $463,419 in 1973. From 1970 to 1979, the University received $566,232.52 from fifteen new bequests that included three distributed in more than one year. Beginning with FY 1980, the University received more substantial amounts from planned giving. From 1980 to 1989, the University received $1,745,396.73 from thirty new bequests that included six

distributed in more than one year. In FYs 1990 and 1991, the University received bequests amounting to $1,808,330.19 from seven individuals including four distributed in more

TABLE 22
CUMULATIVE BEQUEST RECORD

Year	Bequests New	Bequests Continuing	Amount
FY 1957	1		$ 8,745.82
			$ 8,745.82
FY 1963	1		$ 1,500.00
FY 1964	2		8,000.00
FY 1965	2		12,425.33
			$ 21,925.33
FY 1971	2		$ 8,000.00
FY 1972	2		45,047.83
FY 1973	2		5,500.00
FY 1974	3		470,516.92
FY 1975	2		5,875.74
FY 1976		1	978.49
FY 1977	1		10,000.00
FY 1978	1	1	8,498.96
FY 1979	2		11,814.58
			$ 566,232.52
FY 1980	3		$ 211,000.00
FY 1981	1	1	78,000.00
FY 1982	3	1	106,737.94
FY 1983	3	1	75,097.22
FY 1984	2		81,673.02
FY 1985	2		8,590.17
FY 1986	2	1	106,555.19
FY 1987	5		204,435.76
FY 1988	3	1	389,882.16
FY 1989	6	1	483,425.27
			$1,745,396.73
FY 1990	5	1	$1,663,645.31
FY 1991	2	3	144,684.88
			$1,808,330.19
Total 1957 through 1991			$4,150,630.59

than one year. The grand total of $4,150,630.59 has provided the University with substantial support.

A significant research effort in the form of a "wills survey" was completed in FY 1988. The response to the questionnaire, sent to approximately 3,800 alumni, provided valuable information about bequests and trust benefits destined for the University. Sixteen respondents indicated that they had included Pittsburg State University in their wills. Of these sixteen, five were "discoveries" and eleven were confirmations. A program needs to be designed to continue systematic contact with all persons identified as donors through planned bequests.

Working with the Charitable Planning Corporation, the Office of Development has offered a wealth replacement program that has helped some donors make larger charitable gifts and still keep the major portion of their estate intact for their heirs. A number of contacts have resulted in additions to the University's bequest expectancies. The Office of Development has worked with individuals who have established life insurance gifts which seems to be a promising area for the Foundation. More needs to be done to market this particular form of giving to the University. Another initiative of the Office of Development was the establishment a Pooled Income Fund in 1989. This option offers some donors a possibility of providing for their heirs while ultimately benefiting the University. Income from the management of the Pooled Income Fund can provide

substantial assistance in supporting the planned giving program for the Pittsburg State University Foundation.

The Office of Development has provided packets of materials to give to local attorneys and CPA's to make the University's planned giving program more visible to these potentially helpful professionals. The packet included a planned giving booklet which provided an overview of the program. This program should be continued with a distribution set for FY 1993.

The Office of Development must proceed with a consolidation of various planned giving initiatives and establish a fully operational program. Plans are underway to achieve this goal in FY 1993.

CAPITAL CAMPAIGN

Pittsburg State University completed the first ever Capital Campaign in FY 1990 announcing a total of $10,004,758. The Campaign, launched in April, 1986, rested on University needs identified in the over-all Case Statement. A full report was published in the annual report, Pittsburg State University Development Achievements for Fiscal Year 1990.

The University has determined to launch a major capital campaign in 1993 to run for ten years to 2003 to focus on the centennial of the founding of Pittsburg State University in 1903. The Campaign will include private funds as well as capital funds from the state and federal governments. The goal is to raise a million dollars for each year of the University's existence. The basis for launching such a Campaign includes the following:

1. A vibrant, proactive University community poised to realize its destiny as a significant regional state university.
2. A strong contingent of 40,000+ loyal, committed alumni.
3. The successful completion of a $10,000,000 capital campaign in 1990, the first ever attempted by the University.
4. The support of a strong University Foundation with investment assets of $10,000,000, probably increasing to $15,000,000 when the Campaign formally begins.
5. The organization of a Division of Development and Public Relations in the University with a group of professionals who have gained extensive experience,

are well organized, and united in achieving common University objectives.

6. Publication of the second Alumni Directory that provides accurate information about occupations, residences, and potential for support.

7. The establishment of a solid University publications program.

8. The organization of University Advisory Councils that have gained experience in assisting the University in reaching its objectives.

9. The completion of the Manual of Policies and Procedures of the Office of Development which consolidates the experience of seven years of professional development activities at the University.

During the 1991-1992 fiscal year, the Office of Development needs to accomplish several tasks. Preparation for this major undertaking will require the most effective use of resources available to the University.

1. Prepare a Case Statement for the Campaign for Pittsburg State University. The suggested theme needs wide concurrence.

2. Prepare promotional materials for the Campaign.

3. Set the beginning date for the Campaign. One possibility is Commemoration Day, 1993.

4. Organize the University Councillors as a major group to assist in planning and coordinating the Campaign.

5. Coordinate through the President's office all Advisory Councils and make certain that they function properly.

6. Increase the Foundation trustees to 36.

7. Complete the reorganization of the Office of Development by reassigning two positions and adding an Associate Director for Planned Giving.

The goal of $100,000,000 will be distributed to University projects and needs in a pattern something like the projection in Table 23. Further discussion will refine the amount to be assigned to a particular project.

TABLE 23
THE CENTENNIAL 2003 FUND DISTRIBUTION

CAMPAIGN GOAL		$100,000,000
Federal		
East Campus	$10,000,000	
		10,000,000
State		
East Campus	8,000,000	
Fine Arts	5,000,000	
		13,000,000
Private		
East Campus	9,000,000	
Fine Arts	15,000,000	
Faculty Chairs	10,000,000	
Faculty Development	10,000,000	
Academic Support/Library	3,000,000	
Endowment/Scholarships	30,000,000	
		77,000,000
Total		$100,000,000

The projections for the Office of Development will include receipts of $52,000,000 during the Campaign through the year 2003. The Campaign will include accumulated funds since the previous Campaign ended in FY 1990. In addition, planned giving instruments must total $25,000,000 at the end of the Campaign in order to reach the projected goal of $100,000,000. Further refinements will perhaps change these

figures although ultimately, the Campaign will have to generate these funds in some set projection.

TABLE 24
THE CENTENNIAL 2003 FUND PROJECTED ANNUAL RECEIPTS

Yearly Totals	
FY 1991	$2,000,000
FY 1992	4,000,000
FY 1993	3,000,000
Campaign	
FY 1994	3,000,000
FY 1995	3,000,000
FY 1996	3,500,000
FY 1997	4,000,000
FY 1998	4,000,000
FY 1999	4,500,000
FY 2000	4,500,000
FY 2001	5,000,000
FY 2002	5,500,000
FY 2003	6,000,000
Total	$ 52,000,000
Deferred Gifts	25,000,000
Federal	10,000,000
State	13,000,000
Campaign Total	$100,000,000

The centennial year at Pittsburg State University should find the Pittsburg State University Foundation with assets of at least $60,000,000. That substantial resource will aid the University as it advances in the first decade of the 21st century and its second one-hundred years.

PITTSBURG STATE UNIVERSITY FOUNDATION

Pittsburg State University has been involved in private fund raising for at least 40 years. In 1951, a group of farsighted supporters of the institution created the Endowment Association patterned after a similar organization at the University of Kansas. The Endowment Association trustees did not engage in any regular structured fund-raising activities, but the group did provide a much needed service for the institution. They established a visible entity that, even by name alone, made it clear that the institution welcomed private funding as a part of its support. The Endowment Association also identified particular individuals who, as Association members, publicly proclaimed their willingness to involve themselves in the private funding effort.

By 1970, a group of younger alumni captured a vision of developing current support for institutional needs. In order to achieve their objectives, this group organized the Alumni Foundation in 1970 and launched a fund-raising campaign among alumni. In just a short time, the reality of a pleasing and functional Alumni Center, made possible through the gift of Cecil and Eva C. Wilkinson, served as an impetus to advance the efforts to raise current funds for the University. The University phonathon, organized in 1979, generated a little more than $26,000 during the first year. The Annual Fund became a reality as the University

entered the 1980s with a community campaign, a direct mail contact, and an alumni phonathon.

In the early 1980s private support to Pittsburg State University had become more structured and visible. The selection of a new President in 1983 provided an opportunity to make further progress in University development. President Donald W. Wilson created the Division of Development and Public Relations in 1984. With the appointment of Dr. Joseph G. Smoot as the first Vice President for Development and Public Relations, Pittsburg State University took the final step in establishing a coordinated development program. The Offices of Alumni Relations, Development, and Public Affairs and Information reported to the Vice President.

The consolidation of all fund raising under one organization became the first objective of the University's Office of Development. In 1985, the Alumni Foundation and the Endowment Association trustees united the two organizations. The Pittsburg State University Foundation, Incorporated, acquired the assets of both of the merged entities. Donald W. Widner became the first President and served the Foundation with true distinction. O. Gene Bicknell continued the excellent tradition of leadership as president of the Foundation from 1988 to 1991. J. B. Towner became the third president of the Pittsburg State University Foundation in 1991.

The Board of Trustees passed an action on September 8, 1989, to increase the number of trustees from 24 to not more than 36. In planning for the new capital campaign, the need to expand the number of trustees became apparent. The trustees implemented the action taken in 1989 on July 11, 1991, when four additional new trustees were elected to serve three-year terms. It is anticipated that four new trustees for each of the next two years will be added to the Board to reach the total of 36 trustees provided in the Bylaws. Trustees of the Pittsburg State University Foundation are listed in Appendix 7. The amended Bylaws are in Appendix 8.

As the trustees of the newly merged Pittsburg State University Foundation began their work in the autumn of 1985, they immediately recognized the need to select an investment manager. After studying several proposals, the Foundation trustees selected the United Missouri Bank of Kansas City to manage the Foundation investment funds. The new managers assumed custody of Foundation funds in January, 1986.

At the end of FY 1984, the investment portfolio totaled $2,162,914. When the two organizations were merged into the Pittsburg State University Foundation, the assets totaled $3,023,257. This occurred primarily through endowment additions in FY 1985. Steady growth enabled the Foundation to present a portfolio valued at market rates on June 30, 1991, of $9,666,352 compared to $9,008,821 on June 30, 1990.

Total Foundation assets, including real estate holdings (the Foundation owns the Alumni Center and its grounds) valued at $1,500,000, stood at $11,166,352 at the end of FY 1991, compared to $10,508,821 at the end of FY 1990. Table 25 reveals the progress that has been made in adding new funds and managing these funds more effectively.

TABLE 25
PITTSBURG STATE UNIVERSITY FOUNDATION INVESTMENT FUNDS
AT MARKET VALUES, 1984-1991

Year	Consolidated Fund	Pool	Baxter Fund	Bicknell Fund	Curfman Fund	Spiva Fund	Timmons Fund	Totals
1984	$2,013,014				18,371	131,529		$2,162,914
1985	$2,587,413				22,798	159,977	253,069	$3,023,257
1986	$2,697,257				28,762	226,409	312,431	$3,264,859
1987	$3,657,871				38,829	256,283	396,644	$4,349,627
1988	$4,475,287			690,242	36,701	241,567	344,966	$5,788,763
1989	$5,219,196	133,506		1,083,642	38,289	272,472	371,126	$7,118,231
1990	$5,366,897	132,431	1,619,314	1,176,341	37,376	290,265	386,197	$9,008,821
1991	$5,948,702	134,782	1,644,405	1,181,928	40,802	291,127	424,606	$9,666,352

For many years, the National Association of College and University Business Officers (NACUBO) have compared the performance of member investment pools. For the first time in 1990, the Pittsburg State University Foundation was able to measure its investment success in terms of a truly comparative study when its investment funds became a part of the FY 1989 NACUBO Endowment Study. The Foundation participated for the second year in the FY 1990 NACUBO Study. See Appendix 8 for an analysis of the PSU Foundation performance as reported in the FY 1990 Study. As in many

national studies, the NACUBO report reflects figures almost a year old when the study appears.

Many colleges and universities in the NACUBO Study are private institutions that depend heavily on endowment funds for their operations and have been securing them for many years. They tend to have larger endowment investment pools. The endowment funds of the public institutions, especially the regional colleges and universities, are often much smaller, but many are growing rapidly. Most of the public comprehensive universities have not had active private support programs established very long. Private support in the public institutions makes a significant impact because it supplements legislative contributions.

The FY 1989 NACUBO study included 330 institutions of higher learning. In that study, the Pittsburg State University Foundation assets of $6,233,000 ranked the University 315th. Of the 14 institutions ranked lower than Pittsburg State University, the only regional one, Southwest Missouri State University Foundation, ranked 324th with $3,827,000 in assets. It should be noted that the market values of PSU Foundation investments in Table 25 includes restricted current funds as well as quasi and true endowments.

An important measure of the strength of an endowment fund are the total dollars of endowment for each full-time equivalent student. In this measure, Pittsburg State University ranked 69th of 92 public colleges and

universities with $1,299 per FTE student. This measure placed Pittsburg State University ahead of such universities as Oklahoma State University (71), Indiana University (73), University of Illinois (80), University of Wisconsin System (81), University of Maryland System (82), and Arizona State University (89).

The FY 1990 NACUBO Study included 367 institutions of higher learning compared to 330 in the FY 1989 Study. In that study, the Pittsburg State University Foundation assets of $9,008,000 ranked the University 340th. The 27 institutions ranked lower than Pittsburg State University included Long Island University (353), Eastern Illinois University (355), Southwest Missouri State University (358), Oakland University (364), and Indiana University of Pennsylvania (367).

As noted above, the strength of an endowment fund rests in the total dollars of endowment for each full-time equivalent student. In this measure, Pittsburg State University ranked 61st of 92 public colleges and universities with $1,786 per FTE student. This measure placed Pittsburg State University ahead of some well-known universities including the University of Arizona (62), Oklahoma State University (66), Michigan State University (68), University of Arkansas (69), Indiana University (77), University of Illinois (85), and Arizona State University (97).

Earnings of the Pittsburg State University endowment fund during the four-year period, 1987-1990 revealed a return of 10.5 percent compared to 9.4 percent for the equal-weighted mean of all institutions. For the four-year period (FYs 1987-1990) the PSU Foundation realized an actual average compound return of 10.5 percent compared to 13.0 percent for the S&P 500, and 11.1 percent for Wilshire 5000. During the past two years, PSU Foundation earnings have been lower than the equal-weighted mean of all institutions. This performance reflects the conservative equity investment policy of the PSU Foundation. It also suggests that the Foundation Investment Committee needs the assistance of investment counsel to make certain that investment goals are adequate, and that the investment manager is achieving them adequately.

In a comparative study with the 152 comprehensive colleges and universities reporting to the Council For Aid To Education for FY 1990 (Tables 5-8 in Appendix 2), the Pittsburg State University Foundation ranked 24th (top 15.78 percent) in total size at $10,509,000 (includes real estate) and 6th (top 3.94 percent) in terms of dollars of investment funds for each enrolled student.

The Pittsburg State University Foundation will continue to grow rapidly for the next decade. A capital campaign scheduled to be announced in 1993 will attract broad support among the 40,000+ alumni and many friends of the University.

A top priority of the Foundation will be the establishment of a stronger planned giving program to build endowment funds. Pittsburg State University has chosen to strengthen its programs through private funds in addition to state support. By 2003 when the University will celebrate its centennial, the PSU Foundation will have at least $60,000,000 in private resources. Such an endowment can well propel the University into the 21st century as a leader in higher education.

DEVELOPMENT PLANS AT PITTSBURG STATE UNIVERSITY FOR FY 1992

GENERAL

1. Adhere to the Annual Development Calendars in Appendix 1 in planning development programs.

2. Strengthen the Pittsburg State University Foundation by working closely with the Board of Trustees.

   A. Add several new trustees to the Board at the annual meeting in July.

   B. Challenge the Pittsburg State University Foundation Trustees to a sustained role in fund raising for the University by providing opportunities for leadership in public roles on the Board of Trustees and its committees, University Advisory Councils, and in other University-community relationships.

   C. Provide opportunities for trustees to participate in the various development programs throughout the year.

   D. Provide opportunities for trustees to participate in effective management of the endowment funds.

   E. Involve trustees in the planning for the Campaign For Pittsburg State University to begin in 1993.

   F. Publish a Foundation newsletter incorporating current information on development activities and highlight the work of the trustees.

3. Implement the program to keep in contact with major donors and recognize their importance in advancing the University.

4. Conduct the Annual Fund Campaign (University and Athletic Funds) as planned.

5. Complete several capital projects which were begun as a part of the Campaign For Distinction. Notable among these are endowment funds for the School of Education, the pipe organ for McCray Recital Hall, and a baseball field.

6. Complete the planning for the Campaign For Pittsburg State University: The Centennial 2003 Fund.

7. Develop the Planned Giving Program through regular contact with the alumni in the target classes before 1950.

8. Coordinate the Foundation Scholarship Program to feature scholarship donors and inform them of awards made from their endowed scholarship.

THE ANNUAL FUND

University Fund--Community Campaign

1. Conduct the Community Campaign for Pittsburg State University in Pittsburg, Frontenac, and Arma, Kansas, on October 29-November 1, 1991. It will feature the following:

   A. A Community Campaign Advisory Committee will be convened to review the plans for the Campaign.

   B. The local chairperson will write a cover letter about a week before October 29 to each owner or manager who will be solicited. The letter will stress the need, and urge their support on a continuing basis.

   C. Newspaper, TV, and radio coverage will be utilized before and after the cover letter is received.

   D. About 60 solicitors from the Community and 60 University people, working in teams of two, will be asked to make seven or eight calls on the Campaign days.

   E. No Athletic Fund pledges will be received in this Campaign.

   F. A kick-off breakfast will be held in the Overman Student Center on Tuesday, October 29, 1991.

University Fund--Direct Mail

1. The first direct-mail letter will be a report from the President to be mailed late in September. This letter is not mailed to faculty and staff.

2. Individuals who made pledges that are still not met will be treated in a special category with respect to the first letter. All unpaid pledges from the phonathon, faculty campaign, and community campaign should receive a

reminder of their pledge in late September about the time the first direct mail letters are being sent. They will be scheduled to receive the President's letter within a specified period after receiving their pledge.

3. Prepare and mail the second and third direct mail letters according to the schedule.

4. Conduct a general review of the direct mail solicitation program in the spring of 1992.

University Fund--Phonathon

1. Develop a postcard with a message by students to be sent to those regular phonathon contributors and reunion year classes reminding them that they will be called during the 1992 phonathon.

2. Maintain the advance planning schedule of previous years which seems to be satisfactory.

3. Include in the autumn edition of The Pittsburg State University Magazine information about the plans for the 1991 Phonathon.

4. Continue last year's evening and Sunday afternoon schedule for Pittsburg.

5. Continue the mini-phonathons in the current five cities of Bartlesville and Tulsa, Oklahoma; Springfield and St. Louis, Missouri; and Kansas City and Wichita, Kansas.

6. Provide another incentive for graduates to increase their pledges.

7. Write personalized letters again to those previous-year contributors from the phonathon, who cannot be reached by telephone, soliciting their continued financial support of their alma mater.

University Fund--Special Projects

1. In an effort to improve the percentage of alumni donors, a Class Agent Program will be inaugurated in the autumn of 1991. Class agents will assist the Office of Development in requesting donations for the PSU Foundation.

2. Work with Convergent Communications to create an alumni program that permits alumni to receive a 10 percent

savings on their long distance telephone calls, and assign those savings to the PSU Foundation. It will take at least six months to get the program operational.

Athletic Fund

1. Plan, with the assistance of the Athletic Development Committee for over-all athletic fund-raising activities.

2. Conduct the lettermen's phonathons as scheduled.

3. Conduct the Athletics Scholarship Drive in early May, 1992.

4. Complete stadium renovation funding as a part of the Athletic Capital Campaign.

2. Continue to raise endowment funds for athletics scholarships.

CAPITAL CAMPAIGN

1. Continue planning the Campaign For Pittsburg State University.

OTHER

Alumni Relations

1. Emphasize the Membership Marketing Program in the Office of Alumni Relations to increase membership in the Alumni Association.

2. Promote the PSU Visa and Quest programs as membership benefits and available to all PSU faculty at member rates.

3. Publish the second five-year alumni directory using the Bernard C. Harris Publishing Company, Inc. In addition to the directory, Harris will provide a list of alumni employed with matching gift companies, prospect ranking, and telephone number research.

4. Conduct alumni meetings for the twenty-five alumni chapters across the nation and the two international chapters.

5. Conduct alumni reunions for the tenth, twenty-fifth, and fortieth class anniversaries in conjunction with the homecoming activities in the fall. The reunions for the forty-fifth, fiftieth, and sixtieth classes will be scheduled in June, 1992, along with the activities for the Half-Century Club.

6. Strengthen the Student Alumni Association program which will develop many future alumni leaders.

7. Strive to strengthen relations between the University Community and the PSU Alumni Association and PSU Foundation.

8. Review the feasibility of establishing a tour program for PSU alumni and friends.

Public Relations

1. Assist the Office of Development in the production of materials used in various fund-raising programs. This includes printed materials for the direct mail campaign, community campaign, phonathon, athletics and special projects.

2. Publish two issues of the Pittsburg State University Magazine and two issues of the Pittsburg State University Report.

3. Publish two issues of each newsletter for the College of Arts and Sciences, School of Business, School of Education, and School of Technology.

4. Publish the Foundation News and the Gorilla News.

5. Handle media relations for the community campaign, phonathon, and special projects.

6. Provide assistance in media relations and developing printed materials for KRPS and Alumni Relations.

Radio Station KRPS

1. Monitor the budget to assure a successful financial operation of the station in FY 1992.

2. Conduct on-air fundraisers in October, 1991 and April, 1992.

3. Develop underwriting strategies and implement them.

4. Review programming and introduce new features, especially about the University, as appropriate.

5. Pursue aggressively student and faculty involvement in the daily operation of the station.

6. Identify clients for transmission services with the view of securing additional commitments.

7. Publish the program guide.

8. Establish, when feasible, a faculty-staff newsletter.

APPENDIX 1

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT AND PUBLIC RELATIONS
GENERAL CALENDAR
JULY 1, 1991 TO JUNE 30, 1992

JULY 1991		
July 4	Holiday	
July 5	Holiday	
July 9	Faculty Luncheon Meeting	Alumni Center
July 11	Annual PSU Foundation Luncheon	12:00
July 20	Alumni Association Board Meet.	6:00 PM
	Dessert Recept./Past Presidents	7:45 PM
July 25	Last Day Summer Classes	
AUGUST 1991		
August 17	AA Awards Committee	9:00 AM
August 21	Fall Classes Begin	
SEPTEMBER 1991		
September 2	Labor Day	
September 6	PSU Foundation Board Meeting	12:00 Alumni Center
September 10	Concert/Chiu-Ling Lin - Piano	
September 10	Timmons Series/Dr. Juris Zarins Lecture & Slide Presentation "Old Testament Cities of Arabia"	8:00 PM Timmons Chapel
September 12	Tulsa Chapter Meeting	
September 14	Dallas/Ft. Worth Chapter Get-together	
September 15	#1 Direct Mail	
September 15	Basketball Phonathon	
September 16	Basketball Phonathon	
September 17	Neosho County Chapter/Chanute	
September 18	Friends of KRPS Board Meeting	6:30 PM Social Hour
September 23	Alumni Association Board Meeting	
September 26	Career Fair	
September 26	Cherokee County Chapter Meeting	
September 28	PSU Family Day	Student Center
OCTOBER 1991		
October 1	Timmons 25th Anniversary Celeb.	7:00 PM Timmons Chapel
October 3	Girard Chapter Meeting	
October 5	Washington DC Chapter Meeting	
October 5	Golf Phonathon	
October 6	Golf Phonathon	
October 7	Ft. Scott Chapter Meeting	
October 8	Concert/Paul Groves - Tenor	
October 16	Homecoming Convocation	
October 16	Board of Regents	
October 17	Board of Regents	
October 18	AA Social Hour Reunion Classes	6:00 PM Overman Center
	Reunion/Recognition Banquet	7:00 PM Overman Center
October 19	Homecoming	

	Breakfast	7:30 AM Overman Center
	Luncheon	11:30 AM Alumni Center
	Pre-Game Recognition	1:30 PM Football Field
	Football Game/Missouri Western	2:00 PM
October 23-29	KRPS Fall Membership Drive	
October 24	Bartlesville Chapter Meeting	
October 29	Community Campaign & Faculty/ Staff Campaign Kick-Off	
NOVEMBER 1991		
November 2	AA Nominating Committee Meeting	11:30 AM Alumni Center
November 5	Joplin Chapter Meeting	
November 7	Timmons Series/Greg Kuzma Poetry Reading	8:00 PM Timmons Chapel
November 8	#2 Direct Mail	
November 9	Topeka Chapter Meeting	
November 10 through 14	AA Membership Phonathon	
November 12	Labette County Chapter Meeting Parsons	
November 12	Concert/Robert Guthrie - Guitar	
November 16	Major Donor Recognition	
November 28	Thanksgiving	
DECEMBER 1991		
December	Friends of KRPS meeting	
December 4	AA Awards Committee	7:00 PM
December 4	Timmons Series/ PSU Christmas Concert	8:00 PM Timmons Chapel
December 6	Timmons Series/ PSU Christmas Concert	8:00 PM Timmons Chapel
December 8	AA Student Survival Kits	
December 11	Finals	
December 17	Fall Semester Closes	
December 25	Christmas	
JANUARY 1992		
January 14	Spring Semester Classes Begin	
January 20	Holiday/Martin Luther King, Jr.	
FEBRUARY 1992		
February 5	Career Night	7:00 PM Alumni Center
February 9 - March 5	Foundation Phonathon	
February 4	Timmons Series/Dr. Donald Viney Lecture - "A Philosopher Looks at the Bible"	8:00 PM Timmons Chapel
February 11	Concert/The Dallas String Quartet	
MARCH 1992		
March	Friends of KRPS Meeting	
March 5	Commemoration Day	

March 6	Sun City West Chapter Meeting	
March 6	Phoenix Chapter Meeting	
March 7	Southern California Chapter Meeting Fullerton	
March 7-15	Spring Break	
March 12	Northwest Arkansas Chapter Meeting Bella Vista	
March 24	Independence, Kansas, Chapter Meeting	
March 25	Senior Grill-Out	
March 27	Coffeyville Chapter Meeting	
March 31	Concert/The Musicians of Swanne Alley	

APRIL 1992

April 3	PSU Foundation Board Meeting	12:00 Alumni Center
April 4	Kansas City Chapter Meeting	
April 13-14	Football Phonathon	
April 20	#3 Direct Mail	
April 20-21	Football Phonathon	
April 22	PSU Appreciation Day	
April 24	Wichita Chapter Meeting	

MAY 1992

May 1	LYBUNT mailing	
May 4	Athletic Scholarship Drive	
May 7	Springfield Chapter Meeting	
May 15	Alumni Association Board Meet.	6:30 PM
May 16	Commencement Luncheon	

JUNE 1992

June	Friends of KRPS meeting	
June 9	Summer Classes Begin	
June 9-10	Reunion Classes 1942, 1947, 1932	
June 9-10	Half Century Reunion	

8/20/91

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
ANNUAL FUND CALENDAR
FISCAL YEAR 1992

AUGUST 1991	
August 1	Reminder letter (#3) for Community Campaign from the FY 91 campaign chairperson
	Reminder letter (#2) for Direct Mail #3
August 30	Inkind gift campus informational mailing to all faculty members
SEPTEMBER 1991	
September 3	Payroll Deduction Plan Mailing to all Faculty/Staff
September 15	Direct Mail #1
September 30	May and July 1991 new graduate tracking mailing (postcard)
OCTOBER 1991	
October 15	Reminder letter (#3) for Phonathon
October 29	Community Campaign and Faculty/Staff Campaign Kick-Off
October 29-November 1	Community Campaign and Faculty/Staff Campaigns
NOVEMBER 1991	
November 8	Direct Mail #2 Fall Class Agent Mailing
November 10	Thanksgiving card mailing to PSU Foundation Members, Trustees, and Endowed Scholarship Contacts
November 15	Reminder letter (#1) for Direct Mail #1
November 30	Fall reunion class giving letter
DECEMBER 1991	
December 1	Confirmation letter for Community Campaign and Faculty/Staff Campaign
	Inkind gift campus wrap up letter to all faculty members

JANUARY 1992	
January 15	Reminder letter (#1) for Community Campaign and Faculty/Staff Campaign
	Reminder letter (#2) for Direct Mail #1
	Reminder letter (#1) for Direct Mail #2
FEBRUARY 1992	
February 9 - March 5	Foundation Phonathon
MARCH 1992	
March 1	December 1991 new graduate tracking mailing (postcard)
March 15	Reminder letter (#2) for Community Campaign and Faculty/Staff Campaign
	Reminder letter (#3) for Direct Mail #1
	Reminder letter (#2) for Direct Mail #2
March 20	Reminder letter (#1) for Phonathon - Part A
APRIL 1992	
April 7	Reminder letter (#1) for Phonathon - Part B
April 20	Direct Mail #3
	Spring Class Agent Mailing
	Faculty/Staff Spring Solicitation Mailing
	Reminder letter (#2) for Phonathon - Part A
April 22	Selection of Reunion Giving Chairman for each reunion class (summer and fall reunions)
MAY 1992	
May 1	LYBUNT mailing to all FY91 donors who have not yet given in FY92
	Inkind gift campus wrap up letter to all faculty members with follow-up phone calls
May 7	Reminder letter (#2) for Phonathon - Part B
May 15	Reminder letter (#3) for Direct Mail #2
	Reminder letter (#1) for Direct Mail (#3)

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
CALENDAR FOR PLEDGE REMINDERS
FISCAL YEAR 1992

COMMUNITY CAMPAIGN/FACULTY STAFF

August 1	3rd Reminder Letter FY 91 Campaign
December 1	Confirmation Letter
January 15	1st Reminder Letter
March 15	2nd Reminder Letter

PHONATHON

October 15	3rd Reminder Letter for FY 91
March 20	1st Reminder Letter for FY 92 - Part A
April 7	1st Reminder Letter for FY 92 - Part B
April 20	2nd Reminder Letter for FY 92 - Part A
May 7	2nd Reminder Letter for FY 92 - Part B

DIRECT MAIL

August 1	#3 Direct Mail Reminder 2
November 15	#1 Direct Mail Reminder 1
January 15	#1 Direct Mail Reminder 2
January 15	#2 Direct Mail Reminder 1
March 15	#1 Direct Mail Reminder 3
March 15	#2 Direct Mail Reminder 2
May 15	#2 Direct Mail Reminder 3
May 15	#3 Direct Mail Reminder 1

PITTSBURG STATE UNIVERSITY
OFFICE OF PUBLIC RELATIONS
CALENDAR OF PUBLICATIONS
FISCAL YEAR 1992

JULY 1991	
July 10	School of Business/Copy Due
July 15	Magazine/Copy Due
July 31	School of Business/Delivery Date
AUGUST 1991	
August 28	Magazine/Delivery Date
SEPTEMBER 1991	
OCTOBER 1991	
October 8	Report Newsletter/Copy Due
October 15	Foundation News/Copy Due
October 15	Gorilla News/Copy Due
October 18	The Scholar/Copy Due
October 22	School of Technology Report/Copy Due
October 28	Report Newsletter/Delivery Date
NOVEMBER 1991	
November 1	Arts and Science/Copy Due
November 8	Gorilla News/Delivery Date
November 20	Foundation News/Delivery Date
November 22	School of Technology Report/Delivery Date
November 25	Arts and Sciences/Delivery Date
DECEMBER 1991	
December 4	The Scholar/Delivery Date
JANUARY 1992	
January 8	School of Business/Copy Due
January 8	Gorilla News/Copy Due
January 22	Report Newsletter/Copy Due
January 31	School of Business/Delivery Date
January 31	Gorilla News/Delivery Date
FEBRUARY	
February 11	School of Technology/Copy Due
February 18	Report Newsletter/Delivery Date
February 26	Foundation News/Copy Due
MARCH	
March 4	The Scholar/Copy Due
March 6	School of Technology/Delivery Date
March 18	Foundation News/Delivery Date
March 18	Magazine/Copy Due
APRIL	
April 8	The Scholar/Delivery Date
April 28	Magazine/Delivery Date

PITTSBURG STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
CALENDAR OF ATHLETIC EVENTS
FISCAL YEAR 1992

FOOTBALL

SEPTEMBER			
September 7	Friends University	7:00 PM	Home
September 14	East Texas State University	7:00 PM	Away
September 21	Southwest Baptist University	1:30 PM	Away
September 28	University of Missouri-Rolla	7:00 PM	Home
OCTOBER			
October 5	Northwest Missouri State U	7:00 PM	Home
October 12	Northeast Missouri State U	1:30 PM	Away
October 19	Missouri Western State C	2:00 PM	Home
October 26	Missouri Southern State C	7:00 PM	Away
NOVEMBER			
November 2	Emporia State University	1:30 PM	Home
November 9	Washburn University	1:30 PM	Away
November 16	Central Missouri State U	1:30 PM	Home

MEN'S BASKETBALL

NOVEMBER			
November 23	McPherson College	7:30 PM	Home
November 25	William Jewell College	TBA	Away
November 30	Grandview College	7:30 PM	Home
DECEMBER			
December 3	Drury	TBA	Away
December 6-7	John Lance Classic	TBA	Home
December 14	Avila College	7:30 PM	Home
December 18	Seattle Pacific University	7:30 PM	Home
December 20-21	Metro State Tournament	TBA	Away
JANUARY			
January 4	Oral Roberts University	TBA	Away
January 8	Missouri Southern State	8:00 PM	Home
January 11	Northwest Missouri State	8:00 PM	Away
January 15	Southwest Baptist University	8:00 PM	Home
January 18	Washburn University	8:00 PM	Home
January 22	Lincoln University	8:00 PM	Home
January 25	U of Missouri-Rolla	8:00 PM	Home
January 29	Missouri Southern State	8:00 PM	Away
FEBRUARY			
February 1	U of Missouri-St. Louis	8:00 PM	Home
February 4	Southwest Baptist University	8:00 PM	Away
February 8	Missouri Western State	8:00 PM	Home
February 12	Lincoln University	8:00 PM	Away

February 15	U of Missouri-Rolla	8:00 PM	Away
February 17	U of Missouri-St. Louis	8:00 PM	Away
February 22	Central Missouri State	8:00 PM	Home
February 26	Northeast Missouri State	8:00 PM	Away
February 29	Emporia State	8:00 PM	Away

MARCH

March 3	MIAA Tournament		
March 6-7	MIAA Tournament		

WOMEN'S BASKETBALL

NOVEMBER

November 22-23	Quincy College	TBA	Away
November 26	William Jewell College	7:00 PM	Away
November 29-30	PSU Thanksgiving Classic	TBA	Home

DECEMBER

December 6-7	Phillips University Invite	TBA	Away
December 9	U of Central Oklahoma	7:30 PM	Away
December 18	Northeastern State	5:30 PM	Home

JANUARY

January 3	Oklahoma Christian	TBA	Away
January 4	Southern Nazarene	3:00 PM	Away
January 8	Missouri Southern State	5:30 PM	Home
January 11	Northwest Missouri State	5:30 PM	Away
January 15	Southwest Baptist	5:30 PM	Home
January 18	Washburn University	5:30 PM	Home
January 22	Lincoln University	5:30 PM	Home
January 25	U of Missouri-Rolla	5:30 PM	Home
January 29	Missouri Southern	5:30 PM	Away

FEBRUARY

February 1	U of Missouri-St. Louis	5:30 PM	Home
February 4	Southwest Baptist	5:30 PM	Away
February 8	Missouri-Western	5:30 PM	Home
February 12	Lincoln University	5:30 PM	Away
February 15	U of Missouri-Rolla	5:30 PM	Away
February 19	U of Missouri-St. Louis	5:30 PM	Away
February 22	Central Missouri State	5:30 PM	Home
February 26	Northeast Missouri State	5:30 PM	Away
February 29	Emporia State	5:30 PM	Away

MARCH

March 3	MIAA Tournament-First Round		
March 6	MIAA Tournament-Semifinals		
March 7	MIAA Tournament-Finals		
March 13-14	NCAA Regionals		

PITTSBURG STATE UNIVERSITY
KRPS CALENDAR
FISCAL YEAR 1992

JULY 1991	
July 1	Monthly membership/underwriting reminders
July 15	August Mosaic to printing
July 18	Mosaic mailed
AUGUST 1991	
August	Order premiums for fall membership drive
August	Planning for fall membership drive
August 1	Monthly membership/underwriting reminders
August 15	September Mosaic to printing
August 20	September Mosaic mailed
SEPTEMBER 1991	
September	Planning for fall membership drive
September 1	Monthly membership/underwriting reminders
September 16	October Mosaic to printing
September 17	Friends of KRPS meeting - 6:30 Social
September 19	October Mosaic mailed
OCTOBER 1991	
October 1	Monthly membership/underwriting reminders
October 15	November Mosaic to printing
October 18	November Mosaic mailed
October 23 - 29	Fall membership drive
NOVEMBER 1991	
November	Schedule Holiday programming
November	Prepare Holiday mailing
November 1	Monthly membership/underwriting reminders
November 15	December Mosaic to printing
November 19	December Mosaic mailed
DECEMBER 1991	
December	Holiday mailing
December	Friends of KRPS meeting
December 1	Monthly membership/underwriting reminders
December 12	January Mosaic to printing
December 17	January Mosaic mailed
JANUARY 1992	
January 1	Monthly membership/underwriting reminders
January 15	February Mosaic to printing
January 18	February Mosaic mailed
FEBRUARY 1992	
February	Planning for spring membership drive
February	Order premiums for spring drive
February 1	Monthly membership/underwriting reminders

February 14	March Mosaic to printing
February 19	March Mosaic mailed
MARCH 1992	
March	Planning for spring membership drive
March	Friends of KRPS meeting
March 1	Monthly membership/underwriting reminders
March 16	April Mosaic to printing
March 19	March Mosaic mailed
APRIL 1992	
April	Spring membership drive
April 1	Monthly membership/underwriting reminders
April 15	May Mosaic to printing
April 20	May Mosaic mailed
MAY 1992	
May 1	Monthly membership/underwriting reminders
May 15	June Mosaic to printing
May 20	June Mosaic mailed
JUNE 1992	
June	Friends of KRPS meeting
June 1	Monthly membership/underwriting reminders
June 15	July Mosaic to printer
June 18	July Mosaic mailed
JULY 1991	

PITTSBURG STATE UNIVERSITY
OFFICE OF ALUMNI RELATIONS
CALENDAR OF ALUMNI CHAPTER MEETINGS
FISCAL YEAR 1992

JULY 1991	
AUGUST 1991	
SEPTEMBER 1991	
September 12	Tulsa Chapter
September 14	Dallas/Ft. Worth Chapter
September 17	Neosho County Chapter/Chanute
September 26	Cherokee County Chapter/Columbus
OCTOBER 1991	
October 3	Girard Chapter
October 5	Washington DC Chapter
October 7	Ft. Scott Chapter
October 24	Bartlesville Chapter
NOVEMBER 1991	
November 5	Joplin Chapter
November 9	Topeka Chapter
November 12	Labette County Chapter/Parsons
DECEMBER 1991	
JANUARY 1992	
FEBRUARY 1992	
MARCH 1992	
March 6	Sun City West Chapter
March 6	Phoenix Chapter
March 7	Southern California/Fullerton
March 12	NW Arkansas Chapter/Bella Vista
March 21	Chicago Chapter
March 24	Independence Chapter
March 27	Coffeyville Chapter
APRIL 1992	
April 2	Miami, Oklahoma Chapter
April 4	Kansas City Chapter
April 24	Wichita Chapter
MAY 1992	
May 7	Springfield Chapter
JUNE 1992	
JULY 1992	

APPENDIX 2

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 1

Alphabetical Listing

	Dollars Raised	Enrollment	Dollar Ratio
U of Alabama/Huntsville	849,333	N/A	N/A
Alcorn State U/MS	971,846	2,847	341.35
Appalachian State U/NC	2,578,791	11,980	215.25
Arkansas State U	1,171,097	9,181	127.55
U of Arkansas/Little Rock	2,166,961	10,842	199.86
U of Arkansas/Pine Bluff	529,646	3,531	149.99
Auburn U/Montgomery	200,608	6,027	33.28
Augusta C/GA	730,803	5,238	139.51
U of Baltimore/MD	1,036,469	5,522	187.69
Bemidji State U/MN	614,057	5,192	118.26
Bloomsburg U/PA	1,059,607	7,147	148.25
Boise State U/ID	2,192,075	12,642	173.39
Bowie State C/MD	284,968	3,748	76.03
California State U/Bakersfield	811,058	5,226	155.19
California State U/Chico	4,656,470	16,526	281.76
California State U/Dominguez Hills	1,706,387	11,800	144.60
California State U/Fresno	7,916,555	21,177	373.82
California State U/Fullerton	3,582,164	26,674	134.29
California State U/Hayward	476,873	15,085	31.61
California State U/Humboldt	1,080,070	7,937	136.08
California State U/Long Beach	10,680,788	32,786	325.77
California State U/Los Angeles	4,448,426	22,000	202.20
California State U/Northridge	4,616,229	30,657	150.57
California State U/Pomona	5,638,417	19,579	287.98
California State U/Sacramento	4,738,770	27,059	175.12
California State U/San Bernardino	1,546,705	10,873	142.25
California State U/San Diego	10,803,528	35,582	303.62
California State U/San Francisco	3,467,040	29,284	118.39
California State U/San Jose	5,277,748	33,281	158.58
California State U/San Luis Obispo	10,494,318	17,564	597.49
California State U/Sonoma	1,014,127	9,617	105.45
California State U/Stanislaus	774,696	5,539	139.86
California State U/System	3,352,489	N/A	N/A
California U/PA	1,143,591	6,500	175.93
Castleton State C/VT	88,052	1,969	44.71

Central Florida U	5,331,286	20,084	265.44
Central Michigan U	3,298,658	17,229	191.45
Central Missouri State U	1,272,458	10,813	117.67
Central St U/OH	726,404	2,529	287.22
Chadron State C/NE	367,859	2,948	124.78
Charleston C/SC	2,332,915	6,778	344.18
Christopher C/Newport	675,596	4,832	139.81
Clarion U/PA	600,134	6,485	92.54
Coppin State C/MD	284,198	2,229	127.50
Corpus Christi State U/TX	532,229	3,803	139.94
Cuny City C/NY	6,079,470	13,579	447.71
Cuny Herbert H. Lehman C/NY	197,465	9,851	20.04
Delaware State C	228,515	2,603	87.78
East Carolina U/NC	7,362,308	16,029	459.31
East Stroudsburg U/PA	720,015	5,359	134.35
East Tennessee State U	1,808,268	11,185	161.66
Eastern Connecticut State U	187,087	4,831	38.72
Eastern Illinois U	2,758,436	10,422	264.67
Eastern Kentucky U	2,402,229	14,268	168.36
Eastern Michigan U	2,297,695	15,204	151.12
Eastern Montana C	953,153	4,055	235.05
Eastern Washington U	675,505	8,098	83.41
Edinboro U/PA	815,591	7,466	109.24
Emporia State U/KS	1,920,298	6,021	318.93
Fitchburg State C/MA	413,730	3,650	113.35
Francis Marion C/SC	390,355	3,883	100.52
Frostburg State U/MD	839,628	4,825	174.01
George Mason U/VA	3,361,808	19,747	170.24
Georgia C	750,593	4,949	151.66
Georgia Southern U	2,184,134	11,238	194.35
Governors State U/IL	439,736	5,314	82.75
Grand Valley State U/MI	4,751,522	11,726	405.21
Indiana U/PA	3,077,535	13,863	221.99
James Madison U/VA	3,396,141	11,207	303.03
Kentucky State U	339,679	2,190	155.10
Kutztown U/PA	1,032,029	7,609	135.63
Lake Superior State U/MI	216,749	3,432	63.15
Lock Haven U/PA	336,051	3,216	104.49
Longwood C/VA	716,885	3,138	228.45
U of Maine/Farmington	217,889	2,737	79.60
Mankato State U/MN	2,655,603	16,177	164.15
Mansfield U/PA	422,166	3,223	130.98
Marshall U/WV	2,727,735	12,580	216.83
Mary Washington C/VA	1,328,203	3,475	382.21
Metropolitan State U/CO	392,380	16,824	23.32

Michigan Technical U	4,565,254	6,662	685.26
Midwestern State U/TX	584,408	5,512	106.02
Millersville U/PA	1,043,151	7,791	133.89
Mississippi U For Women	819,614	2,109	388.62
Missouri Southern State C	325,258	5,901	55.11
U of Montevallo/AL	635,259	3,175	200.08
Moorhead State U	532,426	9,161	58.11
Morehead State U/KY	863,689	7,962	108.47
Murray State U/KY	1,823,935	8,012	227.65
U of North Carolina/Asheville	677,112	N/A	N/A
U of North Carolina/Charlotte	3,246,071	13,222	245.50
U of North Carolina/Wilmington	1,163,336	7,002	166.14
U of New Hampshire/Plymouth	368,264	4,231	87.03
North Adams State C/MA	93,847	2,100	44.68
U of North Florida	2,169,692	7,727	280.79
U of Northern Iowa	3,384,851	11,837	285.95
Northern Kentucky U	610,459	10,332	59.08
Northern State C/SD	798,100	3,166	252.08
Oakland U/MI	4,800,904	12,385	387.63
Pittsburg State U/KS	3,138,308	5,044	622.18
Prairie View A&M U	1,642,812	5,812	282.65
Saginaw Valley State U/MI	1,829,074	5,915	309.22
Salisbury State U/MD	3,332,753	5,447	611.85
U of South Carolina/Spartanburg	323,343	3,422	94.48
Shippensburg U/PA	1,593,730	6,529	244.10
Slippery Rock U/PA	709,010	7,280	97.39
South Dakota State U	4,786,624	7,080	676.07
Southeast Missouri State U	2,509,717	8,520	294.56
Southeastern Massachusetts U.	4,301,124	7,818	550.15
Southern Arkansas U	498,158	2,358	211.26
U of Southern Indiana	743,566	5,713	130.15
U of Southern Maine	1,627,074	10,545	154.29
Southwest Missouri State U	3,267,464	19,377	168.62
Southwest State U/MN	432,728	2,814	153.77
Southwest Texas State U	1,291,483	19,945	64.75
St. Cloud State U/MN	1,083,434	16,551	65.46
Suny C/Brockport	822,453	9,222	89.18
Suny C/Buffalo	610,784	N/A	N/A
Suny C/Cortland	286,158	6,600	43.35
Suny C/Fredonia	452,991	N/A	N/A
Suny C/Geneseo	673,129	5,373	125.27
Suny/New Paltz	618,517	8,255	74.92
Suny C/Old Westbury	21,810	4,262	5.11
Suny C/Oneonta	411,032	6,097	67.41
Suny C/Oswego	621,591	8,821	70.46

Suny C/Plattsburgh	1,378,263	6,434	214.21
Suny C/Potsdam	939,132	4,537	206.99
Suny C of Technology/Utica-Rome	832,289	N/A	N/A
Suny C/Empire	221,409	7,229	30.62
Tarleton State U/TX	235,006	5,901	39.82
U of Texas/A&I	2,119,385	5,872	360.93
U of Texas/El Paso	3,518,091	15,707	223.98
U of Texas/Pan American	3,454,879	13,468	256.52
U of Texas/Permian Basin	505,708	2,111	239.55
U of Texas/San Antonio	1,987,829	14,031	141.67
U of Texas/Tyler	2,374,688	4,092	580.32
Thomas A. Edison State C/NJ	102,683	N/A	N/A
Towson State U/MD	1,208,053	14,916	80.99
Washburn U/KS	2,245,663	6,574	341.59
West Chester U/PA	1,655,798	11,815	140.14
U of West Florida	642,336	7,792	82.43
West Virginia State C	306,117	N/A	N/A
Western Carolina U/NC	1,784,160	6,272	284.46
Western Illinois U	2,046,418	13,238	154.58
Western Washington U	1,455,091	9,322	156.09
Winona State U/MN	1,433,581	7,680	186.66
Winthrop C/SC	1,013,603	5,388	188.12
U of Wisconsin/Eau Claire	2,552,853	N/A	N/A
U of Wisconsin/Green Bay	2,101,393	4,776	439.99
U of Wisconsin/Oshkosh	645,039	11,092	58.15
U of Wisconsin/Stout	467,296	7,322	63.82
Wright State U/OH	1,812,877	17,423	104.05

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 2

Rank By Dollars Raised

	Dollars Raised	Enrollment	Dollar Ratio
California State U/San Diego	10,803,528	35,582	303.62
California State U/Long Beach	10,680,788	32,786	325.77
California State U/San Luis Obispo	10,494,318	17,564	597.49
California State U/Fresno	7,916,555	21,177	373.82
East Carolina U/NC	7,362,308	16,029	459.31
Cuny City C/NY	6,079,470	13,579	447.71
California State U/Pomona	5,638,417	19,579	287.98
Central Florida U	5,331,286	20,084	265.44
California State U/San Jose	5,277,748	33,281	158.58
Oakland U/MI	4,800,904	12,385	387.63
South Dakota State U	4,786,624	7,080	676.07
Grand Valley State U/MI	4,751,522	11,726	405.21
California State U/Sacramento	4,738,770	27,059	175.12
California State U/Chico	4,656,470	16,526	281.76
California State U/Northridge	4,616,229	30,657	150.57
Michigan Technical U	4,565,254	6,662	685.26
California State U/Los Angeles	4,448,426	22,000	202.20
Southeastern Massachusetts U.	4,301,124	7,818	550.15
California State U/Fullerton	3,582,164	26,674	134.29
U of Texas/El Paso	3,518,091	15,707	223.98
California State U/San Francisco	3,467,040	29,284	118.39
U of Texas/Pan American	3,454,879	13,468	256.52
James Madison U/VA	3,396,141	11,207	303.03
U of Northern Iowa	3,384,851	11,837	285.95
George Mason U/VA	3,361,808	19,747	170.24
California State U/System	3,352,489	N/A	N/A
Salisbury State U/MD	3,332,753	5,447	611.85
Central Michigan U	3,298,658	17,229	191.45
Southwest Missouri State U	3,267,464	19,377	168.62
U of North Carolina/Charlotte	3,246,071	13,222	245.50
Pittsburg State U/KS	3,138,308	5,044	622.18
Indiana U/PA	3,077,535	13,863	221.99
Eastern Illinois U	2,758,436	10,422	264.67
Marshall U/WV	2,727,735	12,580	216.83
Mankato State U/MN	2,655,603	16,177	164.15

Appalachian State U/NC	2,578,791	11,980	215.25
U of Wisconsin/Eau Claire	2,552,853	N/A	N/A
Southeast Missouri State U	2,509,717	8,520	294.56
Eastern Kentucky U	2,402,229	14,268	168.36
U of Texas/Tyler	2,374,688	4,092	580.32
Charleston C/SC	2,332,915	6,778	344.18
Eastern Michigan U	2,297,695	15,204	151.12
Washburn U/KS	2,245,663	6,574	341.59
Boise State U/ID	2,192,075	12,642	173.39
Georgia Southern U	2,184,134	11,238	194.35
U of North Florida	2,169,692	7,727	280.79
U of Arkansas/Little Rock	2,166,961	10,842	199.86
U of Texas/A&I	2,119,385	5,872	360.93
U of Wisconsin/Green Bay	2,101,393	4,776	439.99
Western Illinois U	2,046,418	13,238	154.58
U of Texas/San Antonio	1,987,829	14,031	141.67
Emporia State U/KS	1,920,298	6,021	318.93
Saginaw Valley State U/MI	1,829,074	5,915	309.22
Murray State U/KY	1,823,935	8,012	227.65
Wright State U/OH	1,812,877	17,423	104.05
East Tennessee State U	1,808,268	11,185	161.66
Western Carolina U/NC	1,784,160	6,272	284.46
California State U/Dominguez Hills	1,706,387	11,800	144.60
West Chester U/PA	1,655,798	11,815	140.14
Prairie View A&M U	1,642,812	5,812	282.65
U of Southern Maine	1,627,074	10,545	154.29
Shippensburg U/PA	1,593,730	6,529	244.10
California State U/San Bernardino	1,546,705	10,873	142.25
Western Washington U	1,455,091	9,322	156.09
Winona State U/MN	1,433,581	7,680	186.66
Suny C/Plattsburgh	1,378,263	6,434	214.21
Mary Washington C/VA	1,328,203	3,475	382.21
Southwest Texas State U	1,291,483	19,945	64.75
Central Missouri State U	1,272,458	10,813	117.67
Towson State U/MD	1,208,053	14,916	80.99
Arkansas State U	1,171,097	9,181	127.55
U of North Carolina/Wilmington	1,163,336	7,002	166.14
California U/PA	1,143,591	6,500	175.93
St. Cloud State U/MN	1,083,434	16,551	65.46
California State U/Humboldt	1,080,070	7,937	136.08
Bloomsburg U/PA	1,059,607	7,147	148.25
Millersville U/PA	1,043,151	7,791	133.89
U of Baltimore/MD	1,036,469	5,522	187.69
Kutztown U/PA	1,032,029	7,609	135.63
California State U/Sonoma	1,014,127	9,617	105.45

Winthrop C/SC	1,013,603	5,388	188.12
Alcorn State U/MS	971,846	2,847	341.35
Eastern Montana C	953,153	4,055	235.05
Suny C/Potsdam	939,132	4,537	206.99
Morehead State U/KY	863,689	7,962	108.47
U of Alabama/Huntsville	849,333	N/A	N/A
Frostburg State U/MD	839,628	4,825	174.01
Suny C of Technology/Utica-Rome	832,289	N/A	N/A
Suny C/Brockport	822,453	9,222	89.18
Mississippi U For Women	819,614	2,109	388.62
Edinboro U/PA	815,591	7,466	109.24
California State U/Bakersfield	811,058	5,226	155.19
Northern State C/SD	798,100	3,166	252.08
California State U/Stanislaus	774,696	5,539	139.86
Georgia C	750,593	4,949	151.66
U of Southern Indiana	743,566	5,713	130.15
Augusta C/GA	730,803	5,238	139.51
Central St U/OH	726,404	2,529	287.22
East Stroudsburg U/PA	720,015	5,359	134.35
Longwood C/VA	716,885	3,138	228.45
Slippery Rock U/PA	709,010	7,280	97.39
U of North Carolina/Asheville	677,112	N/A	N/A
Christopher C/Newport	675,596	4,832	139.81
Eastern Washington U	675,505	8,098	83.41
Suny C/Geneseo	673,129	5,373	125.27
U of Wisconsin/Oshkosh	645,039	11,092	58.15
U of West Florida	642,336	7,792	82.43
U of Montevallo/AL	635,259	3,175	200.08
Suny C/Oswego	621,591	8,821	70.46
Suny/New Paltz	618,517	8,255	74.92
Bemidji State U/MN	614,057	5,192	118.26
Suny C/Buffalo	610,784	N/A	N/A
Northern Kentucky U	610,459	10,332	59.08
Clarion U/PA	600,134	6,485	92.54
Midwestern State U/TX	584,408	5,512	106.02
Moorhead State U	532,426	9,161	58.11
Corpus Christi State U/TX	532,229	3,803	139.94
U of Arkansas/Pine Bluff	529,646	3,531	149.99
U of Texas/Permian Basin	505,708	2,111	239.55
Southern Arkansas U	498,158	2,358	211.26
California State U/Hayward	476,873	15,085	31.61
U of Wisconsin/Stout	467,296	7,322	63.82
Suny C/Fredonia	452,991	N/A	N/A
Governors State U/IL	439,736	5,314	82.75
Southwest State U/MN	432,728	2,814	153.77

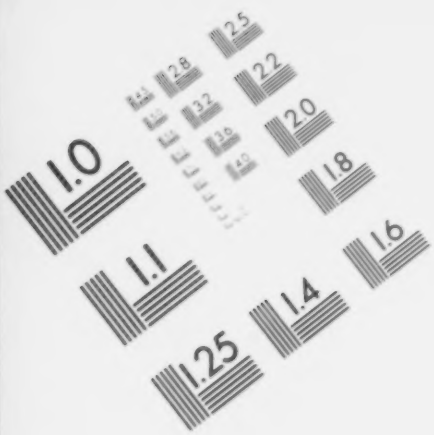
Mansfield U/PA	422,166	3,223	130.98
Fitchburg State C/MA	413,730	3,650	113.35
Suny C/Oneonta	411,032	6,097	67.41
Metropolitan State U/CO	392,380	16,824	23.32
Francis Marion C/SC	390,355	3,883	100.52
U of New Hampshire/Plymouth	368,264	4,231	87.03
Chadron State C/NE	367,859	2,948	124.78
Kentucky State U	339,679	2,190	155.10
Lock Haven U/PA	336,051	3,216	104.49
Missouri Southern State C	325,258	5,901	55.11
U of South Carolina/Spartanburg	323,343	3,422	94.48
West Virginia State C	306,117	N/A	N/A
Suny C/Cortland	286,158	6,600	43.35
Bowie State C/MD	284,968	3,748	76.03
Coppin State C/MD	284,198	2,229	127.50
Tarleton State U/TX	235,006	5,901	39.82
Delaware State C	228,515	2,603	87.78
Suny C/Empire	221,409	7,229	30.62
U of Maine/Farmington	217,889	2,737	79.60
Lake Superior State U/MI	216,749	3,432	63.15
Auburn U/Montgomery	200,608	6,027	33.28
Cuny Herbert H. Lehman C/NY	197,465	9,851	20.04
Eastern Connecticut State U	187,087	4,831	38.72
Thomas A. Edison State C/NJ	102,683	N/A	N/A
North Adams State C/MA	93,847	2,100	44.68
Castleton State C/VT	88,052	1,969	44.71
Suny C/Old Westbury	21,810	4,262	5.11

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 3

Rank By Ratio Of Dollars Raised To Enrollment

	Dollars Raised	Enroll ment	Dollar Ratio
Michigan Technical U	4,565,254	6,662	685.26
South Dakota State U	4,786,624	7,080	676.07
Pittsburg State U/KS	3,138,308	5,044	622.18
Salisbury State U/MD	3,332,753	5,447	611.85
California State U/San Luis Obispo	10,494,318	17,564	597.49
U of Texas/Tyler	2,374,688	4,092	580.32
Southeastern Massachusetts U.	4,301,124	7,818	550.15
East Carolina U/NC	7,362,308	16,029	459.31
Cuny City C/NY	6,079,470	13,579	447.71
U of Wisconsin/Green Bay	2,101,393	4,776	439.99
Grand Valley State U/MI	4,751,522	11,726	405.21
Mississippi U For Women	819,614	2,109	388.62
Oakland U/MI	4,800,904	12,385	387.63
Mary Washington C/VA	1,328,203	3,475	382.21
California State U/Fresno	7,916,555	21,177	373.82
U of Texas/A&I	2,119,385	5,872	360.93
Charleston C/SC	2,332,915	6,778	344.18
Washburn U/KS	2,245,663	6,574	341.59
Alcorn State U/MS	971,846	2,847	341.35
California State U/Long Beach	10,680,788	32,786	325.77
Emporia State U/KS	1,920,298	6,021	318.93
Saginaw Valley State U/MI	1,829,074	5,915	309.22
California State U/San Diego	10,803,528	35,582	303.62
James Madison U/VA	3,396,141	11,207	303.03
Southeast Missouri State U	2,509,717	8,520	294.56
California State U/System	3,352,489	N/A	N/A
California State U/Pomona	5,638,417	19,579	287.98
Central St U/OH	726,404	2,529	287.22
U of Northern Iowa	3,384,851	11,837	285.95
Western Carolina U/NC	1,784,160	6,272	284.46
Prairie View A&M U	1,642,812	5,812	282.65
California State U/Chico	4,656,470	16,526	281.76
U of North Florida	2,169,692	7,727	280.79
Central Florida U	5,331,286	20,084	265.44
Eastern Illinois U	2,758,436	10,422	264.67



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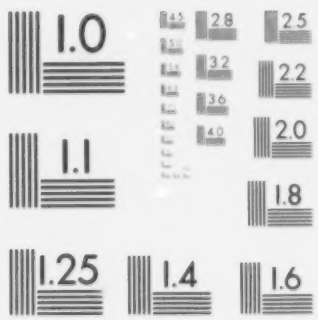

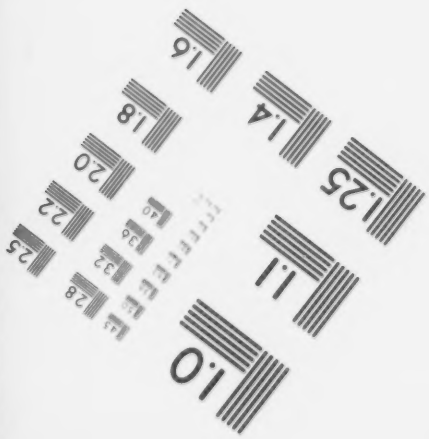

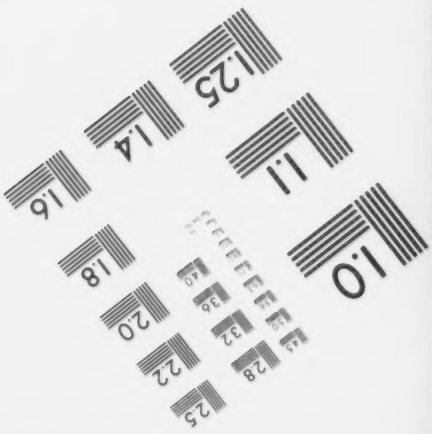

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U of Texas/Pan American	3,454,879	13,468	256.52
U of Wisconsin/Eau Claire	2,552,853	N/A	N/A
Northern State C/SD	798,100	3,166	252.08
U of North Carolina/Charlotte	3,246,071	13,222	245.50
Shippensburg U/PA	1,593,730	6,529	244.10
U of Texas/Permian Basin	505,708	2,111	239.55
Eastern Montana C	953,153	4,055	235.05
Longwood C/VA	716,885	3,138	228.45
Murray State U/KY	1,823,935	8,012	227.65
U of Texas/El Paso	3,518,091	15,707	223.98
Indiana U/PA	3,077,535	13,863	221.99
Marshall U/WV	2,727,735	12,580	216.83
Appalachian State U/NC	2,578,791	11,980	215.25
Suny C/Plattsburgh	1,378,263	6,434	214.21
Southern Arkansas U	498,158	2,358	211.26
Suny C/Potsdam	939,132	4,537	206.99
California State U/Los Angeles	4,448,426	22,000	202.20
U of Montevallo/AL	635,259	3,175	200.08
U of Arkansas/Little Rock	2,166,961	10,842	199.86
Georgia Southern U	2,184,134	11,238	194.35
Central Michigan U	3,298,658	17,229	191.45
Winthrop C/SC	1,013,603	5,388	188.12
U of Baltimore/MD	1,036,469	5,522	187.69
Winona State U/MN	1,433,581	7,680	186.66
California U/PA	1,143,591	6,500	175.93
California State U/Sacramento	4,738,770	27,059	175.12
Frostburg State U/MD	839,628	4,825	174.01
Boise State U/ID	2,192,075	12,642	173.39
George Mason U/VA	3,361,808	19,747	170.24
Southwest Missouri State U	3,267,464	19,377	168.62
Eastern Kentucky U	2,402,229	14,268	168.36
U of North Carolina/Wilmington	1,163,336	7,002	166.14
Mankato State U/MN	2,655,603	16,177	164.15
East Tennessee State U	1,808,268	11,185	161.66
California State U/San Jose	5,277,748	33,281	158.58
Western Washington U	1,455,091	9,322	156.09
California State U/Bakersfield	811,058	5,226	155.19
Kentucky State U	339,679	2,190	155.10
Western Illinois U	2,046,418	13,238	154.58
U of Southern Maine	1,627,074	10,545	154.29
Southwest State U/MN	432,728	2,814	153.77
Georgia C	750,593	4,949	151.66
Eastern Michigan U	2,297,695	15,204	151.12
California State U/Northridge	4,616,229	30,657	150.57
U of Arkansas/Pine Bluff	529,646	3,531	149.99

Bloomsburg U/PA	1,059,607	7,147	148.25
California State U/Dominguez Hills	1,706,387	11,800	144.60
California State U/San Bernardino	1,546,705	10,873	142.25
U of Texas/San Antonio	1,987,829	14,031	141.67
West Chester U/PA	1,655,798	11,815	140.14
U of Alabama/Huntsville	849,333	N/A	N/A
Corpus Christi State U/TX	532,229	3,803	139.94
Suny C of Technology/Utica-Rome	832,289	N/A	N/A
California State U/Stanislaus	774,696	5,539	139.86
Christopher C/Newport	675,596	4,832	139.81
Augusta C/GA	730,803	5,238	139.51
California State U/Humboldt	1,080,070	7,937	136.08
Kutztown U/PA	1,032,029	7,609	135.63
East Stroudsburg U/PA	720,015	5,359	134.35
California State U/Fullerton	3,582,164	26,674	134.29
Millersville U/PA	1,043,151	7,791	133.89
Mansfield U/PA	422,166	3,223	130.98
U of Southern Indiana	743,566	5,713	130.15
Arkansas State U	1,171,097	9,181	127.55
Coppin State C/MD	284,198	2,229	127.50
Suny C/Geneseo	673,129	5,373	125.27
U of North Carolina/Asheville	677,112	N/A	N/A
Chadron State C/NE	367,859	2,948	124.78
California State U/San Francisco	3,467,040	29,284	118.39
Bemidji State U/MN	614,057	5,192	118.26
Central Missouri State U	1,272,458	10,813	117.67
Fitchburg State C/MA	413,730	3,650	113.35
Edinboro U/PA	815,591	7,466	109.24
Morehead State U/KY	863,689	7,962	108.47
Midwestern State U/TX	584,408	5,512	106.02
California State U/Sonoma	1,014,127	9,617	105.45
Suny C/Buffalo	610,784	N/A	N/A
Lock Haven U/PA	336,051	3,216	104.49
Wright State U/OH	1,812,877	17,423	104.05
Francis Marion C/SC	390,355	3,883	100.52
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Suny C/Oswego	621,591	8,821	70.46
Suny C/Oneonta	411,032	6,097	67.41
St. Cloud State U/MN	1,083,434	16,551	65.46
Southwest Texas State U	1,291,483	19,945	64.75
U of Wisconsin/Stout	467,296	7,322	63.82
Lake Superior State U/MI	216,749	3,432	63.15
Northern Kentucky U	610,459	10,332	59.08
West Virginia State C	306,117	N/A	N/A
U of Wisconsin/Oshkosh	645,039	11,092	58.15
Moorhead State U	532,426	9,161	58.11
Missouri Southern State C	325,258	5,901	55.11
Castleton State C/VT	88,052	1,969	44.71
North Adams State C/MA	93,847	2,100	44.68
Suny C/Cortland	286,158	6,600	43.35
Tarleton State U/TX	235,006	5,901	39.82
Eastern Connecticut State U	187,087	4,831	38.72
Auburn U/Montgomery	200,608	6,027	33.28
California State U/Hayward	476,873	15,085	31.61
Suny C/Empire	221,409	7,229	30.62
Thomas A. Edison State C/NJ	102,683	N/A	N/A
Metropolitan State U/CO	392,380	16,824	23.32
Cuny Herbert H. Lehman C/NY	197,465	9,851	20.04
Suny C/Old Westbury	21,810	4,262	5.11

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 4

Rank By Enrollment

	Dollars Raised	Enrollment	Dollar Ratio
California State U/San Diego	10,803,528	35,582	303.62
California State U/San Jose	5,277,748	33,281	158.58
California State U/Long Beach	10,680,788	32,786	325.77
California State U/Northridge	4,616,229	30,657	150.57
California State U/San Francisco	3,467,040	29,284	118.39
California State U/Sacramento	4,738,770	27,059	175.12
California State U/Fullerton	3,582,164	26,674	134.29
California State U/Los Angeles	4,448,426	22,000	202.20
California State U/Fresno	7,916,555	21,177	373.82
Central Florida U	5,331,286	20,084	265.44
Southwest Texas State U	1,291,483	19,945	64.75
George Mason U/VA	3,361,808	19,747	170.24
California State U/Pomona	5,638,417	19,579	287.98
Southwest Missouri State U	3,267,464	19,377	168.62
California State U/San Luis Obispo	10,494,318	17,564	597.49
Wright State U/OH	1,812,877	17,423	104.05
Central Michigan U	3,298,658	17,229	191.45
Metropolitan State U/CO	392,380	16,824	23.32
St. Cloud State U/MN	1,083,434	16,551	65.46
California State U/Chico	4,656,470	16,526	281.76
Mankato State U/MN	2,655,603	16,177	164.15
East Carolina U/NC	7,362,308	16,029	459.31
U of Texas/El Paso	3,518,091	15,707	223.98
Eastern Michigan U	2,297,695	15,204	151.12
California State U/Hayward	476,873	15,085	31.61
California State U/System	3,352,489	N/A	N/A
Towson State U/MD	1,208,053	14,916	80.99
Eastern Kentucky U	2,402,229	14,268	168.36
U of Texas/San Antonio	1,987,829	14,031	141.67
Indiana U/PA	3,077,535	13,863	221.99
Cuny City C/NY	6,079,470	13,579	447.71
U of Texas/Pan American	3,454,879	13,468	256.52
Western Illinois U	2,046,418	13,238	154.58
U of North Carolina/Charlotte	3,246,071	13,222	245.50
Boise State U/ID	2,192,075	12,642	173.39

Marshall U/WV	2,727,735	12,580	216.83
U of Wisconsin/Eau Claire	2,552,853	N/A	N/A
Oakland U/MI	4,800,904	12,385	387.63
Appalachian State U/NC	2,578,791	11,980	215.25
U of Northern Iowa	3,384,851	11,837	285.95
West Chester U/PA	1,655,798	11,815	140.14
California State U/Dominguez Hills	1,706,387	11,800	144.60
Grand Valley State U/MI	4,751,522	11,726	405.21
Georgia Southern U	2,184,134	11,238	194.35
James Madison U/VA	3,396,141	11,207	303.03
East Tennessee State U	1,808,268	11,185	161.66
U of Wisconsin/Oshkosh	645,039	11,092	58.15
California State U/San Bernardino	1,546,705	10,873	142.25
U of Arkansas/Little Rock	2,166,961	10,842	199.86
Central Missouri State U	1,272,458	10,813	117.67
U of Southern Maine	1,627,074	10,545	154.29
Eastern Illinois U	2,758,436	10,422	264.67
Northern Kentucky U	610,459	10,332	59.08
Cuny Herbert H. Lehman C/NY	197,465	9,851	20.04
California State U/Sonoma	1,014,127	9,617	105.45
Western Washington U	1,455,091	9,322	156.09
Suny C/Brockport	822,453	9,222	89.18
Arkansas State U	1,171,097	9,181	127.55
Moorhead State U	532,426	9,161	58.11
Suny C/Oswego	621,591	8,821	70.46
Southeast Missouri State U	2,509,717	8,520	294.56
Suny/New Paltz	618,517	8,255	74.92
Eastern Washington U	675,505	8,098	83.41
Murray State U/KY	1,823,935	8,012	227.65
Morehead State U/KY	863,689	7,962	108.47
California State U/Humboldt	1,080,070	7,937	136.08
Southeastern Massachusetts U.	4,301,124	7,818	550.15
U of West Florida	642,336	7,792	82.43
Millersville U/PA	1,043,151	7,791	133.89
U of North Florida	2,169,692	7,727	280.79
Winona State U/MN	1,433,581	7,680	186.66
Kutztown U/PA	1,032,029	7,609	135.63
Edinboro U/PA	815,591	7,466	109.24
U of Wisconsin/Stout	467,296	7,322	63.82
Slippery Rock U/PA	709,010	7,280	97.39
Suny C/Empire	221,409	7,229	30.62
Bloomsburg U/PA	1,059,607	7,147	148.25
South Dakota State U	4,786,624	7,080	676.07
U of North Carolina/Wilmington	1,163,336	7,002	166.14
Charleston C/SC	2,332,915	6,778	344.18

Michigan Technical U	4,565,254	6,662	685.26
Suny C/Cortland	286,158	6,600	43.35
Washburn U/KS	2,245,663	6,574	341.59
Shippensburg U/PA	1,593,730	6,529	244.10
California U/PA	1,143,591	6,500	175.93
U of Alabama/Huntsville	849,333	N/A	N/A
Clarion U/PA	600,134	6,485	92.54
Suny C of Technology/Utica-Rome	832,289	N/A	N/A
Suny C/Plattsburgh	1,378,263	6,434	214.21
Western Carolina U/NC	1,784,160	6,272	284.46
Suny C/Oneonta	411,032	6,097	67.41
Auburn U/Montgomery	200,608	6,027	33.28
Emporia State U/KS	1,920,298	6,021	318.93
Saginaw Valley State U/MI	1,829,074	5,915	309.22
Missouri Southern State C	325,258	5,901	55.11
Tarleton State U/TX	235,006	5,901	39.82
U of Texas/A&I	2,119,385	5,872	360.93
Prairie View A&M U	1,642,812	5,812	282.65
U of Southern Indiana	743,566	5,713	130.15
California State U/Stanislaus	774,696	5,539	139.86
U of Baltimore/MD	1,036,469	5,522	187.69
U of North Carolina/Asheville	677,112	N/A	N/A
Midwestern State U/TX	584,408	5,512	106.02
Salisbury State U/MD	3,332,753	5,447	611.85
Winthrop C/SC	1,013,603	5,388	188.12
Suny C/Geneseo	673,129	5,373	125.27
East Stroudsburg U/PA	720,015	5,359	134.35
Governors State U/IL	439,736	5,314	82.75
Augusta C/GA	730,803	5,238	139.51
California State U/Bakersfield	811,058	5,226	155.19
Bemidji State U/MN	614,057	5,192	118.26
Suny C/Buffalo	610,784	N/A	N/A
Pittsburg State U/KS	3,138,308	5,044	622.18
Georgia C	750,593	4,949	151.66
Christopher C/Newport	675,596	4,832	139.81
Eastern Connecticut State U	187,087	4,831	38.72
Frostburg State U/MD	839,628	4,825	174.01
U of Wisconsin/Green Bay	2,101,393	4,776	439.99
Suny C/Potsdam	939,132	4,537	206.99
Suny C/Old Westbury	21,810	4,262	5.11
U of New Hampshire/Plymouth	368,264	4,231	87.03
U of Texas/Tyler	2,374,688	4,092	580.32
Suny C/Fredonia	452,991	N/A	N/A
Eastern Montana C	953,153	4,055	235.05
Francis Marion C/SC	390,355	3,883	100.52

Corpús Christi State U/TX	532,229	3,803	139.94
Bowie State C/MD	284,968	3,748	76.03
Fitchburg State C/MA	413,730	3,650	113.35
U of Arkansas/Pine Bluff	529,646	3,531	149.99
Mary Washington C/VA	1,328,203	3,475	382.21
Lake Superior State U/MI	216,749	3,432	63.15
U of South Carolina/Spartanburg	323,343	3,422	94.48
Mansfield U/PA	422,166	3,223	130.98
Lock Haven U/PA	336,051	3,216	104.49
U of Montevallo/AL	635,259	3,175	200.08
Northern State C/SD	798,100	3,166	252.08
West Virginia State C	306,117	N/A	N/A
Longwood C/VA	716,885	3,138	228.45
Chadron State C/NE	367,859	2,948	124.78
Alcorn State U/MS	971,846	2,847	341.35
Southwest State U/MN	432,728	2,814	153.77
U of Maine/Farmington	217,889	2,737	79.60
Delaware State C	228,515	2,603	87.78
Central St U/OH	726,404	2,529	287.22
Southern Arkansas U	498,158	2,358	211.26
Coppin State C/MD	284,198	2,229	127.50
Kentucky State U	339,679	2,190	155.10
U of Texas/Permian Basin	505,708	2,111	239.55
Thomas A. Edison State C/NJ	102,683	N/A	N/A
Mississippi U For Women	819,614	2,109	388.62
North Adams State C/MA	93,847	2,100	44.68
Castleton State C/VT	88,052	1,969	44.71

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 5

Alphabetical Listing of Endowments With Two-Year Comparisons

	ENDOWMENT FY 1990	ENDOWMENT FY 1989
U of Alabama/Huntsville	801,732	742,792
Alcorn State U/MS	2,436,009	1,819,735
Appalachian State U/NC	14,171,662	12,586,188
Arkansas State U	7,325,093	6,621,961
U of Arkansas/Little Rock	4,432,978	4,345,145
U of Arkansas/Pine Bluff	1,430,607	1,524,744
Auburn U/Montgomery	5,635,021	5,359,556
Augusta C/GA	3,910,777	172,990
U of Baltimore/MD	6,324,276	5,104,874
Bemidji State U/MN	1,083,106	166,063
Bloomsburg U/PA	3,198,126	2,949,969
Boise State U/ID	10,345,920	9,382,417
Bowie State C/MD	183,243	4,789
California State U/Bakersfield	1,136,776	1,035,483
California State U/Chico	6,580,941	5,582,000
California State U/Dominguez Hills	N/A	N/A
California State U/Fresno	12,423,480	10,843,290
California State U/Fullerton	1,670,462	1,143,087
California State U/Hayward	474,282	418,839
California State U/Humboldt	3,025,279	2,751,577
California State U/Long Beach	4,863,367	4,255,623
California State U/Los Angeles	3,368,086	3,205,604
California State U/Northridge	8,363,000	8,963,500
California State U/Pomona	2,000,979	3,686,000
California State U/Sacramento	2,882,866	2,235,914
California State U/San Bernardino	699,565	721,156
California State U/San Diego	16,714,458	14,948,418
California State U/San Francisco	3,287,961	3,500,000
California State U/San Jose	5,697,868	3,723,190
California State U/San Luis Obispo	11,212,607	9,514,341
California State U/Sonoma	1,716,394	941,698
California State U/Stanislaus	363,725	324,166
California State U/System	616,125	507,900
California U/PA	949,845	N/A
Castleton State C/VT	308,858	215,606

Central Florida U	13,491,900	N/A
Central Michigan U	5,456,503	3,490,208
Central Missouri State U	5,728,716	4,994,159
Central St U/OH	1,750,518	N/A
Chadron State C/NE	1,806,640	1,475,366
Charleston C/SC	7,780,114	N/A
Christopher C/Newport	1,500,000	N/A
Clarion U/PA	1,433,483	1,347,256
Coppin State C/MD	554,386	383,405
Corpus Christi State U/TX	985,413	N/A
Cuny City C/NY	22,776,791	17,728,951
Cuny Herbert H. Lehman C/NY	2,229,910	2,046,927
Delaware State C	1,513,705	N/A
East Carolina U/NC	13,439,798	12,608,179
East Stroudsburg U/PA	515,632	448,850
East Tennessee State U	2,812,782	8,786,868
Eastern Connecticut State U	3,104	65,153
Eastern Illinois U	N/A	5,236,643
Eastern Kentucky U	2,013,982	1,550,604
Eastern Michigan U	7,610,264	7,204,453
Eastern Montana C	2,543,770	2,149,800
Eastern Washington U	2,058,000	1,792,891
Edinboro U/PA	872,042	532,708
Emporia State U/KS	14,253,577	13,431,617
Fitchburg State C/MA	2,764,423	1,851,934
Francis Marion C/SC	3,059,940	2,671,981
Frostburg State U/MD	695,736	577,590
George Mason U/VA	20,040,999	8,151,706
Georgia C	2,493,520	2,321,823
Georgia Southern U	2,205,164	1,753,285
Governors State U/IL	97,906	N/A
Grand Valley State U/MI	7,766,553	6,639,266
Indiana U/PA	4,586,026	3,972,088
James Madison U/VA	9,197,059	7,509,439
Kentucky State U	2,739,920	2,533,054
Kutztown U/PA	1,390,292	1,070,093
Lake Superior State U/MI	2,222,674	2,253,388
Lock Haven U/PA	812,122	20,930
Longwood C/VA	6,389,960	5,932,538
U of Maine/Farmington	1,300,000	1,391,524
Mankato State U/MN	3,107,772	2,640,700
Mansfield U/PA	995,347	901,452
Marshall U/WV	15,005,014	16,632,600
Mary Washington C/VA	7,000,000	6,500,000
Metropolitan State U/CO	231,447	N/A

Michigan Technical U	1,385,000	1,842,037
Midwestern State U/TX	1,425,465	4,021,750
Millersville U/PA	1,792,873	1,678,540
Mississippi U For Women	5,045,546	4,213,236
Missouri Southern State C	0	N/A
U of Montevallo/AL	1,065,689	1,389,093
Moorhead State U	526,888	N/A
Morehead State U/KY	539,717	539,556
Murray State U/KY	7,434,077	6,397,899
U of North Carolina/Asheville	N/A	N/A
U of North Carolina/Charlotte	15,808,596	13,932,917
U of North Carolina/Wilmington	6,056,459	5,929,526
U of New Hampshire/Plymouth	509,500	430,800
North Adams State C/MA	158,580	N/A
U of North Florida	352,269	296,750
U of Northern Iowa	5,894,042	5,270,287
Northern Kentucky U	1,176,484	1,136,819
Northern State C/SD	2,034,587	1,327,714
Oakland U/MI	3,633,047	3,246,548
Pittsburg State U/KS	10,509,000	6,411,389
Prairie View A&M U	2,890,026	N/A
Saginaw Valley State U/MI	2,579,879	2,318,857
Salisbury State U/MD	3,814,990	2,259,490
U of South Carolina/Spartanburg	544,169	405,619
Shippensburg U/PA	3,293,575	2,761,331
Slippery Rock U/PA	1,008,089	491,352
South Dakota State U	14,272,153	21,923,210
Southeast Missouri State U	5,259,932	3,459,046
Southeastern Massachusetts U	2,966,607	2,483,344
Southern Arkansas U	6,100,000	5,469,002
U of Southern Indiana	1,259,500	1,132,968
U of Southern Maine	2,061,688	1,892,967
Southwest Missouri State U	4,291,132	3,830,384
Southwest State U/MN	1,811,442	2,000,000
Southwest Texas State U	17,014,336	N/A
St. Cloud State U/MN	1,286,791	1,024,296
Suny C/Brockport	869,541	644,910
Suny C/Buffalo	2,135,416	N/A
Suny C/Cortland	1,661,328	N/A
Suny C/Fredonia	1,400,000	1,240,917
Suny C/Geneseo	868,165	692,205
Suny/New Paltz	1,229,979	N/A
Suny C/Old Westbury	51,624	50,910
Suny C/Oneonta	4,049,398	3,412,984
Suny C/Oswego	582,974	557,266

Suny C/Plattsburgh	3,262,540	2,558,909
Suny C/Potsdam	3,054,010	2,688,566
Suny C of Technology/Utica-Rome	243,137	212,291
Suny C/Empire	2,069,387	N/A
Tarleton State U/TX	3,704,483	N/A
U of Texas/A&I	6,384,513	N/A
U of Texas/El Paso	23,036,634	22,297,717
U of Texas/Pan American	4,518,841	N/A
U of Texas/Permian Basin	3,615,511	3,497,724
U of Texas/San Antonio	5,102,896	4,801,338
U of Texas/Tyler	15,661,639	14,048,227
Thomas A. Edison State C/NJ	N/A	7,361,000
Towson State U/MD	1,199,561	763,251
Washburn U/KS	39,261,014	36,600,691
West Chester U/PA	1,265,001	651,906
U of West Florida	6,079,821	5,863,306
West Virginia State C	317,124	N/A
Western Carolina U/NC	1,669,431	1,560,620
Western Illinois U	3,837,135	2,678,122
Western Washington U	673,784	N/A
Winona State U/MN	3,001,107	2,270,812
Winthrop C/SC	4,745,508	N/A
U of Wisconsin/Eau Claire	4,749,539	N/A
U of Wisconsin/Green Bay	6,465,432	4,727,621
U of Wisconsin/Oshkosh	2,322,374	2,396,629
U of Wisconsin/Stout	167,159	164,397
Wright State U/OH	11,044,816	11,750,500

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 6

Rank of Endowment By Total Dollars

	Endowment FY 1990	Enrollment	Dollars Student
Washburn U/KS	39,261,014	6,574	5,972.16
U of Texas/El Paso	23,036,634	15,707	1,466.64
Cuny City C/NY	22,776,791	13,579	1,677.35
George Mason U/VA	20,040,999	19,747	1,014.88
Southwest Texas State U	17,014,336	19,945	853.06
California State U/San Diego	16,714,458	35,582	469.74
U of North Carolina/Charlotte	15,808,596	13,222	1,195.62
U of Texas/Tyler	15,661,639	4,092	3,827.38
Marshall U/WV	15,005,014	12,580	1,192.76
South Dakota State U	14,272,153	7,080	2,015.84
Emporia State U/KS	14,253,577	6,021	2,367.31
Appalachian State U/NC	14,171,662	11,980	1,182.94
Central Florida U	13,491,900	20,084	671.77
East Carolina U/NC	13,439,798	16,029	838.46
California State U/Fresno	12,423,480	21,177	586.64
California State U/Dominguez Hills	N/A	11,800	N/A
California State U/San Luis Obispo	11,212,607	17,564	638.38
Wright State U/OH	11,044,816	17,423	633.92
Pittsburg State U/KS	10,509,000	5,044	2,083.46
Boise State U/ID	10,345,920	12,642	818.37
James Madison U/VA	9,197,059	11,207	820.65
California State U/Northridge	8,363,000	30,657	272.79
Charleston C/SC	7,780,114	6,778	1,147.84
Grand Valley State U/MI	7,766,553	11,726	662.33
Eastern Michigan U	7,610,264	15,204	500.54
Murray State U/KY	7,434,077	8,012	927.86
Arkansas State U	7,325,093	9,181	797.85
Mary Washington C/VA	7,000,000	3,475	2,014.38
California State U/Chico	6,580,941	16,526	398.21
U of Wisconsin/Green Bay	6,465,432	4,776	1,353.73
Longwood C/VA	6,389,960	3,138	2,036.31
U of Texas/A&I	6,384,513	5,872	1,087.28
U of Baltimore/MD	6,324,276	5,522	1,145.28
Southern Arkansas U	6,100,000	2,358	2,586.93
U of West Florida	6,079,821	7,792	780.26

U of North Carolina/Wilmington	6,056,459	7,002	864.96
U of Northern Iowa	5,894,042	11,837	497.93
Central Missouri State U	5,728,716	10,813	529.79
California State U/San Jose	5,697,868	33,281	171.20
Auburn U/Montgomery	5,635,021	6,027	934.96
Central Michigan U	5,456,503	17,229	316.70
Southeast Missouri State U	5,259,932	8,520	617.36
U of Texas/San Antonio	5,102,896	14,031	363.68
Mississippi U For Women	5,045,546	2,109	2,392.38
California State U/Long Beach	4,863,367	32,786	148.33
U of Wisconsin/Eau Claire	4,749,539	N/A	N/A
Winthrop C/SC	4,745,508	5,388	880.75
Indiana U/PA	4,586,026	13,863	330.81
U of Texas/Pan American	4,518,841	13,468	335.52
U of Arkansas/Little Rock	4,432,978	10,842	408.87
Southwest Missouri State U	4,291,132	19,377	221.45
Suny C/Oneonta	4,049,398	6,097	664.16
Eastern Illinois U	N/A	10,422	N/A
Augusta C/GA	3,910,777	5,238	746.61
Western Illinois U	3,837,135	13,238	289.85
Salisbury State U/MD	3,814,990	5,447	700.38
Tarleton State U/TX	3,704,483	5,901	627.77
Oakland U/MI	3,633,047	12,385	293.34
U of Texas/Permian Basin	3,615,511	2,111	1,712.70
California State U/Los Angeles	3,368,086	22,000	153.09
Shippensburg U/PA	3,293,575	6,529	504.45
California State U/San Francisco	3,287,961	29,284	112.27
Suny C/Plattsburgh	3,262,540	6,434	507.07
Bloomsburg U/PA	3,198,126	7,147	447.47
Mankato State U/MN	3,107,772	16,177	192.11
Francis Marion C/SC	3,059,940	3,883	788.03
Suny C/Potsdam	3,054,010	4,537	673.13
California State U/Humboldt	3,025,279	7,937	381.16
Winona State U/MN	3,001,107	7,680	390.76
Southeastern Massachusetts U	2,966,607	7,818	379.45
Prairie View A&M U	2,890,026	5,812	497.25
California State U/Sacramento	2,882,866	27,059	106.54
East Tennessee State U	2,812,782	11,185	251.47
Fitchburg State C/MA	2,764,423	3,650	757.37
Kentucky State U	2,739,920	2,190	1,251.10
Saginaw Valley State U/MI	2,579,879	5,915	436.15
Eastern Montana C	2,543,770	4,055	627.31
Georgia C	2,493,520	4,949	503.84
Alcorn State U/MS	2,436,009	2,847	855.64
U of Wisconsin/Oshkosh	2,322,374	11,092	209.37

Cuny Herbert H. Lehman C/NY	2,229,910	9,851	226.36
Lake Superior State U/MI	2,222,674	3,432	647.63
Georgia Southern U	2,205,164	11,238	196.22
Suny C/Buffalo	2,135,416	N/A	N/A
Suny C/Empire	2,069,387	7,229	286.26
U of Southern Maine	2,061,688	10,545	195.51
Eastern Washington U	2,058,000	8,098	254.13
Northern State C/SD	2,034,587	3,166	642.63
Eastern Kentucky U	2,013,982	14,268	141.15
U of North Carolina/Asheville	N/A	N/A	N/A
California State U/Pomona	2,000,979	19,579	102.20
Southwest State U/MN	1,811,442	2,814	643.72
Chadron State C/NE	1,806,640	2,948	612.83
Millersville U/PA	1,792,873	7,791	230.12
Central St U/OH	1,750,518	2,529	692.17
California State U/Sonoma	1,716,394	9,617	178.47
California State U/Fullerton	1,670,462	26,674	62.62
Western Carolina U/NC	1,669,431	6,272	266.17
Suny C/Cortland	1,661,328	6,600	251.71
Delaware State C	1,513,705	2,603	581.52
Christopher C/Newport	1,500,000	4,832	310.43
Clarion U/PA	1,433,483	6,485	221.04
U of Arkansas/Pine Bluff	1,430,607	3,531	405.15
Midwestern State U/TX	1,425,465	5,512	258.61
Suny C/Fredonia	1,400,000	N/A	N/A
Kutztown U/PA	1,390,292	7,609	182.71
Michigan Technical U	1,385,000	6,662	207.89
U of Maine/Farmington	1,300,000	2,737	474.97
St. Cloud State U/MN	1,286,791	16,551	77.74
West Chester U/PA	1,265,001	11,815	107.06
U of Southern Indiana	1,259,500	5,713	220.46
Suny/New Paltz	1,229,979	8,255	148.99
Towson State U/MD	1,199,561	14,916	80.42
Northern Kentucky U	1,176,484	10,332	113.86
California State U/Bakersfield	1,136,776	5,226	217.52
Bemidji State U/MN	1,083,106	5,192	208.61
U of Montevallo/AL	1,065,689	3,175	335.65
Slippery Rock U/PA	1,008,089	7,280	138.47
Mansfield U/PA	995,347	3,223	308.82
Corpus Christi State U/TX	985,413	3,803	259.11
California U/PA	949,845	6,500	146.13
Edinboro U/PA	872,042	7,466	116.80
Suny C/Brockport	869,541	9,222	94.28
Suny C/Geneseo	868,165	5,373	161.57
Lock Haven U/PA	812,122	3,216	252.52

U of Alabama/Huntsville	801,732	N/A	N/A
California State U/San Bernardino	699,565	10,873	64.33
Frostburg State U/MD	695,736	4,825	144.19
Western Washington U	673,784	9,322	72.27
California State U/System	616,125	N/A	N/A
Suny C/Oswego	582,974	8,821	66.08
Coppin State C/MD	554,386	2,229	248.71
U of South Carolina/Spartanburg	544,169	3,422	159.02
Morehead State U/KY	539,717	7,962	67.78
Moorhead State U	526,888	9,161	57.51
East Stroudsburg U/PA	515,632	5,359	96.21
Thomas A. Edison State C/NJ	N/A	N/A	N/A
U of New Hampshire/Plymouth	509,500	4,231	120.42
California State U/Hayward	474,282	15,085	31.44
California State U/Stanislaus	363,725	5,539	65.66
U of North Florida	352,269	7,727	45.58
West Virginia State C	317,124	N/A	N/A
Castleton State C/VT	308,858	1,969	156.86
Suny C of Technology/Utica-Rome	243,137	N/A	N/A
Metropolitan State U/CO	231,447	16,824	13.75
Bowie State C/MD	183,243	3,748	48.89
U of Wisconsin/Stout	167,159	7,322	22.82
North Adams State C/MA	158,580	2,100	75.51
Governors State U/IL	97,906	5,314	18.42
Suny C/Old Westbury	51,624	4,262	12.11
Eastern Connecticut State U	3,104	4,831	.64
Missouri Southern State C	0	5,901	N/A

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 7

Endowment Listing By Enrollment

	Endowment FY 1990	Enrollment	Dollars Student
California State U/San Diego	16,714,458	35,582	469.74
California State U/San Jose	5,697,868	33,281	171.20
California State U/Long Beach	4,863,367	32,786	148.33
California State U/Northridge	8,363,000	30,657	272.79
California State U/San Francisco	3,287,961	29,284	112.27
California State U/Sacramento	2,882,866	27,059	106.54
California State U/Fullerton	1,670,462	26,674	62.62
California State U/Los Angeles	3,368,086	22,000	153.09
California State U/Fresno	12,423,480	21,177	586.64
Central Florida U	13,491,900	20,084	671.77
Southwest Texas State U	17,014,336	19,945	853.06
George Mason U/VA	20,040,999	19,747	1,014.88
California State U/Pomona	2,000,979	19,579	102.20
Southwest Missouri State U	4,291,132	19,377	221.45
California State U/San Luis Obispo	11,212,607	17,564	638.38
Wright State U/OH	11,044,816	17,423	633.92
Central Michigan U	5,456,503	17,229	316.70
Metropolitan State U/CO	231,447	16,824	13.75
St. Cloud State U/MN	1,286,791	16,551	77.74
California State U/Chico	6,580,941	16,526	398.21
Mankato State U/MN	3,107,772	16,177	192.11
East Carolina U/NC	13,439,798	16,029	838.46
U of Texas/El Paso	23,036,634	15,707	1,466.64
Eastern Michigan U	7,610,264	15,204	500.54
California State U/Hayward	474,282	15,085	31.44
Towson State U/MD	1,199,561	14,916	80.42
Eastern Kentucky U	2,013,982	14,268	141.15
U of Texas/San Antonio	5,102,896	14,031	363.68
Indiana U/PA	4,586,026	13,863	330.81
Cuny City C/NY	22,776,791	13,579	1,677.35
U of Texas/Pan American	4,518,841	13,468	335.52
Western Illinois U	3,837,135	13,238	289.85
U of North Carolina/Charlotte	15,808,596	13,222	1,195.62
Boise State U/ID	10,345,920	12,642	818.37
Marshall U/WV	15,005,014	12,580	1,192.76

Oakland U/MI	3,633,047	12,385	293.34
Appalachian State U/NC	14,171,662	11,980	1,182.94
U of Northern Iowa	5,894,042	11,837	497.93
West Chester U/PA	1,265,001	11,815	107.06
California State U/Dominguez Hills	N/A	11,800	N/A
Grand Valley State U/MI	7,766,553	11,726	662.33
Georgia Southern U	2,205,164	11,238	196.22
James Madison U/VA	9,197,059	11,207	820.65
East Tennessee State U	2,812,782	11,185	251.47
U of Wisconsin/Oshkosh	2,322,374	11,092	209.37
U of Wisconsin/Eau Claire	4,749,539	N/A	N/A
California State U/San Bernardino	699,565	10,873	64.33
U of Arkansas/Little Rock	4,432,978	10,842	408.87
Central Missouri State U	5,728,716	10,813	529.79
U of Southern Maine	2,061,688	10,545	195.51
Eastern Illinois U	N/A	10,422	N/A
Northern Kentucky U	1,176,484	10,332	113.86
Cuny Herbert H. Lehman C/NY	2,229,910	9,851	226.36
California State U/Sonoma	1,716,394	9,617	178.47
Western Washington U	673,784	9,322	72.27
Suny C/Brockport	869,541	9,222	94.28
Arkansas State U	7,325,093	9,181	797.85
Moorhead State U	526,888	9,161	57.51
Suny C/Oswego	582,974	8,821	66.08
Southeast Missouri State U	5,259,932	8,520	617.36
Suny/New Paltz	1,229,979	8,255	148.99
Eastern Washington U	2,058,000	8,098	254.13
Murray State U/KY	7,434,077	8,012	927.86
Morehead State U/KY	539,717	7,962	67.78
California State U/Humboldt	3,025,279	7,937	381.16
Southeastern Massachusetts U	2,966,607	7,818	379.45
U of West Florida	6,079,821	7,792	780.26
Millersville U/PA	1,792,873	7,791	230.12
U of North Florida	352,269	7,727	45.58
Winona State U/MN	3,001,107	7,680	390.76
Kutztown U/PA	1,390,292	7,609	182.71
Edinboro U/PA	872,042	7,466	116.80
U of Wisconsin/Stout	167,159	7,322	22.82
Slippery Rock U/PA	1,008,089	7,280	138.47
Suny C/Empire	2,069,387	7,229	286.26
Bloomsburg U/PA	3,198,126	7,147	447.47
South Dakota State U	14,272,153	7,080	2,015.84
U of North Carolina/Wilmington	6,056,459	7,002	864.96
Charleston C/SC	7,780,114	6,778	1,147.84
Michigan Technical U	1,385,000	6,662	207.89

Suny C/Cortland	1,661,328	6,600	251.71
Washburn U/KS	39,261,014	6,574	5,972.16
Shippensburg U/PA	3,293,575	6,529	504.45
Suny C/Buffalo	2,135,416	N/A	N/A
California U/PA	949,845	6,500	146.13
Clarion U/PA	1,433,483	6,485	221.04
Suny C/Plattsburgh	3,262,540	6,434	507.07
Western Carolina U/NC	1,669,431	6,272	266.17
Suny C/Oneonta	4,049,398	6,097	664.16
U of North Carolina/Asheville	N/A	N/A	N/A
Auburn U/Montgomery	5,635,021	6,027	934.96
Emporia State U/KS	14,253,577	6,021	2,367.31
Saginaw Valley State U/MI	2,579,879	5,915	436.15
Tarleton State U/TX	3,704,483	5,901	627.77
Missouri Southern State C	0	5,901	N/A
U of Texas/A&I	6,384,513	5,872	1,087.28
Prairie View A&M U	2,890,026	5,812	497.25
U of Southern Indiana	1,259,500	5,713	220.46
California State U/Stanislaus	363,725	5,539	65.66
U of Baltimore/MD	6,324,276	5,522	1,145.28
Midwestern State U/TX	1,425,465	5,512	258.61
Salisbury State U/MD	3,814,990	5,447	700.38
Winthrop C/SC	4,745,508	5,388	880.75
Suny C/Geneseo	868,165	5,373	161.57
Suny C/Fredonia	1,400,000	N/A	N/A
East Stroudsburg U/PA	515,632	5,359	96.21
Governors State U/IL	97,906	5,314	18.42
Augusta C/GA	3,910,777	5,238	746.61
California State U/Bakersfield	1,136,776	5,226	217.52
Bemidji State U/MN	1,083,106	5,192	208.61
Pittsburg State U/KS	10,509,000	5,044	2,083.46
Georgia C	2,493,520	4,949	503.84
Christopher C/Newport	1,500,000	4,832	310.43
Eastern Connecticut State U	3,104	4,831	.64
Frostburg State U/MD	695,736	4,825	144.19
U of Wisconsin/Green Bay	6,465,432	4,776	1,353.73
Suny C/Potsdam	3,054,010	4,537	673.13
Suny C/Old Westbury	51,624	4,262	12.11
U of New Hampshire/Plymouth	509,500	4,231	120.42
U of Texas/Tyler	15,661,639	4,092	3,827.38
Eastern Montana C	2,543,770	4,055	627.31
Francis Marion C/SC	3,059,940	3,883	788.03
Corpus Christi State U/TX	985,413	3,803	259.11
Bowie State C/MD	183,243	3,748	48.89
Fitchburg State C/MA	2,764,423	3,650	757.37

U of Alabama/Huntsville	801,732	N/A	N/A
U of Arkansas/Pine Bluff	1,430,607	3,531	405.15
Mary Washington C/VA	7,000,000	3,475	2,014.38
Lake Superior State U/MI	2,222,674	3,432	647.63
California State U/System	616,125	N/A	N/A
U of South Carolina/Spartanburg	544,169	3,422	159.02
Mansfield U/PA	995,347	3,223	308.82
Lock Haven U/PA	812,122	3,216	252.52
U of Montevallo/AL	1,065,689	3,175	335.65
Northern State C/SD	2,034,587	3,166	642.63
Longwood C/VA	6,389,960	3,138	2,036.31
Thomas A. Edison State C/NJ	N/A	N/A	N/A
Chadron State C/NE	1,806,640	2,948	612.83
Alcorn State U/MS	2,436,009	2,847	855.64
Southwest State U/MN	1,811,442	2,814	643.72
U of Maine/Farmington	1,300,000	2,737	474.97
West Virginia State C	317,124	N/A	N/A
Delaware State C	1,513,705	2,603	581.52
Suny C of Technology/Utica-Rome	243,137	N/A	N/A
Central St U/OH	1,750,518	2,529	692.17
Southern Arkansas U	6,100,000	2,358	2,586.93
Coppin State C/MD	554,386	2,229	248.71
Kentucky State U	2,739,920	2,190	1,251.10
U of Texas/Permian Basin	3,615,511	2,111	1,712.70
Mississippi U For Women	5,045,546	2,109	2,392.38
North Adams State C/MA	158,580	2,100	75.51
Castleton State C/VT	308,858	1,969	156.86

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1990

Table 8

Rank of Endowment By Dollars Per Student

	Endowment FY 1990	Enrollment	Dollars Student
Washburn U/KS	39,261,014	6,574	5,972.16
U of Texas/Tyler	15,661,639	4,092	3,827.38
Southern Arkansas U	6,100,000	2,358	2,586.93
Mississippi U For Women	5,045,546	2,109	2,392.38
Emporia State U/KS	14,253,577	6,021	2,367.31
Pittsburg State U/KS	10,509,000	5,044	2,083.46
Longwood C/VA	6,389,960	3,138	2,036.31
South Dakota State U	14,272,153	7,080	2,015.84
Mary Washington C/VA	7,000,000	3,475	2,014.38
U of Texas/Permian Basin	3,615,511	2,111	1,712.70
Cuny City C/NY	22,776,791	13,579	1,677.35
U of Texas/El Paso	23,036,634	15,707	1,466.64
U of Wisconsin/Green Bay	6,465,432	4,776	1,353.73
Kentucky State U	2,739,920	2,190	1,251.10
U of North Carolina/Charlotte	15,808,596	13,222	1,195.62
Marshall U/WV	15,005,014	12,580	1,192.76
Appalachian State U/NC	14,171,662	11,980	1,182.94
Charleston C/SC	7,780,114	6,778	1,147.84
U of Baltimore/MD	6,324,276	5,522	1,145.28
U of Texas/A&I	6,384,513	5,872	1,087.28
George Mason U/VA	20,040,999	19,747	1,014.88
Auburn U/Montgomery	5,635,021	6,027	934.96
Murray State U/KY	7,434,077	8,012	927.86
Winthrop C/SC	4,745,508	5,388	880.75
U of North Carolina/Wilmington	6,056,459	7,002	864.96
Alcorn State U/MS	2,436,009	2,847	855.64
Southwest Texas State U	17,014,336	19,945	853.06
East Carolina U/NC	13,439,798	16,029	838.46
James Madison U/VA	9,197,059	11,207	820.65
Boise State U/ID	10,345,920	12,642	818.37
Arkansas State U	7,325,093	9,181	797.85
Francis Marion C/SC	3,059,940	3,883	788.03
U of West Florida	6,079,821	7,792	780.26
Fitchburg State C/MA	2,764,423	3,650	757.37
Augusta C/GA	3,910,777	5,238	746.61

Salisbury State U/MD	3,814,990	5,447	700.38
Central St U/OH	1,750,518	2,529	692.17
Suny C/Potsdam	3,054,010	4,537	673.13
Central Florida U	13,491,900	20,084	671.77
California State U/Dominguez Hills	N/A	11,800	N/A
Suny C/Oneonta	4,049,398	6,097	664.16
Grand Valley State U/MI	7,766,553	11,726	662.33
Lake Superior State U/MI	2,222,674	3,432	647.63
Southwest State U/MN	1,811,442	2,814	643.72
Northern State C/SD	2,034,587	3,166	642.63
U of Wisconsin/Eau Claire	4,749,539	N/A	N/A
California State U/San Luis Obispo	11,212,607	17,564	638.38
Wright State U/OH	11,044,816	17,423	633.92
Tarleton State U/TX	3,704,483	5,901	627.77
Eastern Montana C	2,543,770	4,055	627.31
Eastern Illinois U	N/A	10,422	N/A
Southeast Missouri State U	5,259,932	8,520	617.36
Chadron State C/NE	1,806,640	2,948	612.83
California State U/Fresno	12,423,480	21,177	586.64
Delaware State C	1,513,705	2,603	581.52
Central Missouri State U	5,728,716	10,813	529.79
Suny C/Plattsburgh	3,262,540	6,434	507.07
Shippensburg U/PA	3,293,575	6,529	504.45
Georgia C	2,493,520	4,949	503.84
Eastern Michigan U	7,610,264	15,204	500.54
U of Northern Iowa	5,894,042	11,837	497.93
Prairie View A&M U	2,890,026	5,812	497.25
U of Maine/Farmington	1,300,000	2,737	474.97
California State U/San Diego	16,714,458	35,582	469.74
Bloomsburg U/PA	3,198,126	7,147	447.47
Saginaw Valley State U/MI	2,579,879	5,915	436.15
U of Arkansas/Little Rock	4,432,978	10,842	408.87
U of Arkansas/Pine Bluff	1,430,607	3,531	405.15
California State U/Chico	6,580,941	16,526	398.21
Winona State U/MN	3,001,107	7,680	390.76
California State U/Humboldt	3,025,279	7,937	381.16
Southeastern Massachusetts U	2,966,607	7,818	379.45
U of Texas/San Antonio	5,102,896	14,031	363.68
U of Montevallo/AL	1,065,689	3,175	335.65
U of Texas/Pan American	4,518,841	13,468	335.52
Indiana U/PA	4,586,026	13,863	330.81
Central Michigan U	5,456,503	17,229	316.70
Christopher C/Newport	1,500,000	4,832	310.43
Mansfield U/PA	995,347	3,223	308.82
Oakland U/MI	3,633,047	12,385	293.34

Western Illinois U	3,837,135	13,238	289.85
Suny C/Empire	2,069,387	7,229	286.26
California State U/Northridge	8,363,000	30,657	272.79
Suny C/Buffalo	2,135,416	N/A	N/A
Western Carolina U/NC	1,669,431	6,272	266.17
Corpus Christi State U/TX	985,413	3,803	259.11
Midwestern State U/TX	1,425,465	5,512	258.61
Eastern Washington U	2,058,000	8,098	254.13
Lock Haven U/PA	812,122	3,216	252.52
U of North Carolina/Asheville	N/A	N/A	N/A
Suny C/Cortland	1,661,328	6,600	251.71
East Tennessee State U	2,812,782	11,185	251.47
Coppin State C/MD	554,386	2,229	248.71
Millersville U/PA	1,792,873	7,791	230.12
Missouri Southern State C	0	5,901	N/A
Cuny Herbert H. Lehman C/NY	2,229,910	9,851	226.36
Southwest Missouri State U	4,291,132	19,377	221.45
Clarion U/PA	1,433,483	6,485	221.04
U of Southern Indiana	1,259,500	5,713	220.46
California State U/Bakersfield	1,136,776	5,226	217.52
U of Wisconsin/Oshkosh	2,322,374	11,092	209.37
Bemidji State U/MN	1,083,106	5,192	208.61
Michigan Technical U	1,385,000	6,662	207.89
Georgia Southern U	2,205,164	11,238	196.22
Suny C/Fredonia	1,400,000	N/A	N/A
U of Southern Maine	2,061,688	10,545	195.51
Mankato State U/MN	3,107,772	16,177	192.11
Kutztown U/PA	1,390,292	7,609	182.71
California State U/Sonoma	1,716,394	9,617	178.47
California State U/San Jose	5,697,868	33,281	171.20
Suny C/Geneseo	868,165	5,373	161.57
U of South Carolina/Spartanburg	544,169	3,422	159.02
Castleton State C/VT	308,858	1,969	156.86
California State U/Los Angeles	3,368,086	22,000	153.09
Suny/New Paltz	1,229,979	8,255	148.99
California State U/Long Beach	4,863,367	32,786	148.33
California U/PA	949,845	6,500	146.13
Frostburg State U/MD	695,736	4,825	144.19
Eastern Kentucky U	2,013,982	14,268	141.15
Slippery Rock U/PA	1,008,089	7,280	138.47
U of New Hampshire/Plymouth	509,500	4,231	120.42
Edinboro U/PA	872,042	7,466	116.80
Northern Kentucky U	1,176,484	10,332	113.86
California State U/San Francisco	3,287,961	29,284	112.27
West Chester U/PA	1,265,001	11,815	107.06

U of Alabama/Huntsville	801,732	N/A	N/A
California State U/Sacramento	2,882,866	27,059	106.54
California State U/Pomona	2,000,979	19,579	102.20
East Stroudsburg U/PA	515,632	5,359	96.21
California State U/System	616,125	N/A	N/A
Suny C/Brockport	869,541	9,222	94.28
Towson State U/MD	1,199,561	14,916	80.42
St. Cloud State U/MN	1,286,791	16,551	77.74
North Adams State C/MA	158,580	2,100	75.51
Western Washington U	673,784	9,322	72.27
Morehead State U/KY	539,717	7,962	67.78
Thomas A. Edison State C/NJ	N/A	N/A	N/A
Suny C/Oswego	582,974	8,821	66.08
California State U/Stanislaus	363,725	5,539	65.66
California State U/San Bernardino	699,565	10,873	64.33
California State U/Fullerton	1,670,462	26,674	62.62
West Virginia State C	317,124	N/A	N/A
Moorhead State U	526,888	9,161	57.51
Suny C of Technology/Utica-Rome	243,137	N/A	N/A
Bowie State C/MD	183,243	3,748	48.89
U of North Florida	352,269	7,727	45.58
California State U/Hayward	474,282	15,085	31.44
U of Wisconsin/Stout	167,159	7,322	22.82
Governors State U/IL	97,906	5,314	18.42
Metropolitan State U/CO	231,447	16,824	13.75
Suny C/Old Westbury	51,624	4,262	12.11
Eastern Connecticut State U	3,104	4,831	.64

APPENDIX 3

PITTSBURG STATE UNIVERSITY
OFFICE OF RESEARCH
RESEARCH/GRANTS/CONTRACT ACTIVITY
FISCAL YEAR 1991

INITIATION	FUNDING SOURCE	REQUEST/AWARD	STATUS
SBDC	KSSBDC	13,300.00	Funded
SBDC	KSBDC/Wichita State	61,080.00	Funded
AS/BIOL	KS Dept of Health & Environment	20,622.97	Funded
AS/BIOL	KU Medical Center	12,471.00	Funded
AS/BIOL	KS Dept of Wildlife & Parks	500.00	Funded
AS/BIOL	KS Board of Regents	23,000.00	Funded
AS/CHEM	Research Corporation	22,000.00	Funded
AS/CHEM	National Science Foundation	126,202.00	Funded
AS/FLANG	KS Committee for Humanities	4,998.00	Funded
ED/HPER	KS Dept of Health & Environment	16,000.00	Funded
TE/ETECH	KTEC	98,000.00	Funded
TE/ETECH	NASA	8,500.00	Funded
TE/ETECH	Society of Manufacturing Eng.	17,000.00	Funded
TE/IAT	General Motors	100,969.00	Funded
TE/IAT	General Motors	106,624.72	Funded
TE/TED	KS State Dept of Education	4,500.00	Funded
TE/TED	Superior Industries	54,324.00	Funded
TE/TED	KS State Dept of Ed	23,548.00	Funded
TE/TED	KS State Dept of Ed	54,000.00	Funded
	KS Tech Enterprise	360,000.00	Funded
AS/BIOL	KS Water Resources	9,835.19	Not Funded
TE/ETECH	KTEC Interface Concepts	99,823.00	Not Funded
AS/MATH	National Science Foundation	17,794.75	Not Funded
CONED	Nat'l Project Sup of Acad Allianc	10,000.00	Not Funded
ED/PSYCH	March of Dimes	24,580.29	Not Funded
AS/BIOL	KS Water Resources	15,000.00	Pending
AS/BIOL	KS Dept Wildlife & Parks	38,340.97	Pending
AS/BIOL	US Fish & Wild Life Services	18,204.97	Pending
AS/BIOL	US Fish & Wild Life Services	16,233.54	Pending
AS/BIOL	US Fish & Wild Life Services	17,771.55	Pending
AS/BIOL	National Science Foundation	26,952.50	Pending
AS/BIOL	Missouri Dept. of Conservation	10,303.55	Pending
AS/BIOL	Sunflower Army Ammunition	5,241.89	Pending
AS/COMM	Kansas Committee for the Arts	5,000.00	Pending
AS/MUSIC	Kansas Arts Commission	5,000.00	Pending
AS/NURS	Helene Fuld Health Trust	131,525.00	Pending
AS/PHYS	National Science Foundation	21,146.52	Pending
AS/PHYS	Petroleum Research Fund	18,000.00	Pending
ED/PSYCH	Racing Assoc of KS East	87,595.29	Pending
TE/ETECH	Strata Envir Services/KTEC	21,652.00	Pending
TE/ETECH	KS Tech Enterprise Corp	249,500.00	Pending
TE/IAED	Tandy Educational Grants	4,984.80	Pending
TE/TED	US Dept Education Program	956,543.00	Pending
TE/TED	Kansas Dept of Corrections	596,074.00	Pending

PITTSBURG STATE UNIVERSITY
OFFICE OF RESEARCH
RESEARCH/GRANTS/CONTRACT ACTIVITY
FISCAL YEAR 1991

INITIATION	FUNDING SOURCE	REQUEST/AWARD	STATUS
SBDC	KSSBDC	13,300.00	Funded
SBDC	KSBDC/Wichita State	61,080.00	Funded
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TE/IAT	General Motors	100,969.00	Funded
TE/IAT	General Motors	106,624.72	Funded
TE/TED	KS State Dept of Education	4,500.00	Funded
TE/TED	Superior Industries	54,324.00	Funded
TE/TED	KS State Dept of Ed	23,548.00	Funded
TE/TED	KS State Dept of Ed	54,000.00	Funded
	KS Tech Enterprise	360,000.00	Funded
	TOTAL:	$ 1,127,639.69	
AS/BIOL	KS Water Resources	9,835.19	Not Funded
TE/ETECH	KTEC Interface Concepts	99,823.00	Not Funded
AS/MATH	National Science Foundation	17,794.75	Not Funded
CONED	Nat'l Project Sup of Acad Allianc	10,000.00	Not Funded
ED/PSYCH	March of Dimes	24,580.29	Not Funded
	TOTAL:	$ 162,033.23	
AS/BIOL	KS Water Resources	15,000.00	Pending
AS/BIOL	KS Dept Wildlife & Parks	38,340.97	Pending
AS/BIOL	US Fish & Wild Life Services	18,204.97	Pending
AS/BIOL	US Fish & Wild Life Services	16,233.54	Pending
AS/BIOL	US Fish & Wild Life Services	17,771.55	Pending
AS/BIOL	National Science Foundation	26,952.50	Pending
AS/BIOL	Missouri Dept. of Conservation	10,303.55	Pending
AS/BIOL	Sunflower Army Ammunition	5,241.89	Pending
AS/COMM	Kansas Committee for the Arts	5,000.00	Pending
AS/MUSIC	Kansas Arts Commission	5,000.00	Pending
AS/NURS	Helene Fuld Health Trust	131,525.00	Pending
AS/PHYS	National Science Foundation	21,146.52	Pending
AS/PHYS	Petroleum Research Fund	18,000.00	Pending
ED/PSYCH	Racing Assoc of KS East	87,595.29	Pending
TE/ETECH	Strata Envir Services/KTEC	21,652.00	Pending
TE/ETECH	KS Tech Enterprise Corp	249,500.00	Pending
TE/IAED	Tandy Educational Grants	4,984.80	Pending
TE/TED	US Dept Education Program	956,543.00	Pending
TE/TED	Kansas Dept of Corrections	596,074.00	Pending
	TOTAL:	$ 2,245,069.58	

APPENDIX 4

ALUMNI STATISTICS REPORTED TO THE COUNCIL FOR AID TO EDUCATION

Each year, Pittsburg State University reports to the Council For Aid To Education. The CFAE Voluntary Support report gives detailed analysis to the private gifts received through the Pittsburg State University Foundation for the University. Among others, alumni giving receives special attention.

The following policy governs how the University reports total alumni, alumni of record, alumni solicited, and alumni donors. It should be noted that the figure for total alumni is not reported to CFAE.

1. Total Alumni

The total number of alumni includes the following two categories.

A. All living and deceased certificate and degree holders constitute one category of alumni. This figure is usually reported as the University's total alumni.

B. Also considered in an alumni category are all students who have taken at least one course but have never received a certificate or degree from the University.

2. Alumni of Record

Alumni of Record is the special CFAE category used to determine the alumni who can be reached for solicitation purposes. The following procedures determine who are the Alumni of Record.

A. Alumni of Record include all living alumni noted in 1A above.

B. Alumni of Record include all alumni and spouses as separate individual records.

C. Alumni of Record do not include deceased or lost alumni as well as those living outside the United States. Also excluded are the graduates (December and May) in the most recent completed fiscal year and former students unless they have given in the recent completed fiscal year.

D. Alumni of Record also does not include those who have requested no solicitation by both mail and telephone, and those who have requested no contact from Pittsburg State University.

3. Alumni Solicited

A. All living individual alumni.

B. All living alumni with alumni spouses who count as one unless they request separate mailings or listing.

C. Former students who are established donors.

4. Alumni Not Solicited

A. Alumni not solicited include those who request no solicitation. Those who request no telephone solicitation will be solicited by mail unless requested not to be solicited by mail. Those requesting no mail solicitation will be solicited by telephone unless requested not to be solicited by telephone. All alumni not solicited either by mail or by telephone are not included in the Alumni of Record.

B. At present former students and graduates living outside the United States are not solicited. These categories are not included in the Alumni of Record.

5. Alumni Donors

A. An individual alumni donor making a gift who is single or has a spouse not an alumnus of PSU. Listing, response letter and receipt includes the donor and spouse unless otherwise requested. Listings will be on one line with either Mr. and Mrs. or the first names of both.

B. Individual alumnus who has an alumni spouse. Two donors will be recorded for such gifts. Listing, response letter and receipt includes the donor spouse unless otherwise requested. Listings will be on one line with either Mr. and Mrs. or the first names of both unless the donors request separate listings and that each be credited with one half of the gift.

C. Includes deceased alumni or those requesting no contact or solicitation if they did contribute during the recent completed fiscal year.

ALUMNI STATISTICS REPORTING PROCEDURES

I. Total Alumni is selected on the basis of an individuals source type code. The source type for alumni is the letter "A" which includes the following eleven categories.

(1) Alumni who do not work for matching companies

(2) Alumni who have PSU employed spouses

(3) Alumni who have spouses working for a matching company

(4) Alumni who work for a matching company

(5) Alumni who are retired but still bring in matching dollars

(6) Former students who do not work for matching companies

(7) Former students who do work for matching companies

(8) Current faculty who are alumni

(9) Retired or deceased faculty who are alumni

(10) Current staff who are alumni

(11) Retired or deceased staff who are alumni

II. Alumni of Record are first divided into the alumni group and the former student group excluding the most recent fiscal year graduates.

(1)	Total alumni		42,365
	Less 1991 class		997
	Alumni of Record		41,368
	Alumni of Record/alumni		40,259
	Alumni of Record/former students		1,109
(2)	Alumni of Record/alumni		40,259
(a)	Exclude lost, deceased, no PSU contact	7,100	
(b)	Exclude those outside USA	1,006	
(c)	Exclude those no phone/mail solicitation	219	
(d)	Alumni of Record/alumni remaining		31,934

(3)	Alumni of Record/former students		1,109
	(a) Exclude those who did not give (or their spouse) during the last completed fiscal year	993	
	(b) Alumni of Record/former students remaining	116	
(4)	Alumni of Record are the number remaining after all of the above exclusions		
	(a) Alumni of Record/alumni remaining		31,934
	(b) Alumni of Record/former students remaining		116
	(c) Alumni of Record for FY 1991 are		32,050

III. Alumni Solicited are selected from the Alumni of Record.

(a)	Alumni of Record		32,050
(b)	Remove all alumni coded as spouses	3,265	
(c)	Add those coded as spouses who are not married to Alumni	109	
(b)	Alumni Solicited For FY 1991 are		28,894

IV. Alumni Donors are selected from the Alumni of Record Count.

(a)	Alumni of Record		41,368
(b)	Exclude those who have not given or their spouse) during the last fiscal year	36,427	
(c)	Remove those coded deceased	30	
(d)	Add those who are deceased but have a giving record during the last fiscal year	26	
(e)	Alumni Donors for FY 1991		4,937

V. Alumni Statistics Reported to CFAE.

(1)	Alumni of Record	32,050
(2)	Alumni Solicited	28,894
(3)	Alumni Donors	4,937
(4)	Solicitation Effectiveness	17.09%

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
PHONATHON REPORT FOR FY 1991

Connie P. Kays
Director of Annual Giving

This report lists the week-by-week results of the Pittsburg State University Foundation Phonathon for FY 1991. The Pittsburg phonathon and mini-phonathons are listed separately. The on-campus phonathon included 24 calling sessions, involving 72 calling hours. Mini-phonathons were held in Wichita, Tulsa, Kansas City, Bartlesville, St. Louis and Springfield. Over 262 alumni, faculty, students and friends of the University volunteered their services to produce pledges of $193,378.50 from 3,348 alumni. This compares to $183,770 from 2,855 alumni for 1990. The average gift size of $57.76 revealed a decline from $64.36 in 1990, and $58.00 in 1989.

Pledges received from mini-phonathons continued to improve, but with only a slight increase from $27,072 in 1990 to $28,582.50 in 1991. Forty-three alumni served as callers for the six mini-phonathons. Student volunteers continue to play an increasingly important role in the success of the phonathon. Nineteen student organizations and 70 student callers participated in raising $17,530 compared to $12,695 for 1990. The number of pledges students secured advanced by 38% over 1990, and by 81% over 1989.

One of the most significant improvements in the phonathon was the increased number of alumni who were reached during the phonathon. Contacts were made with 6,988 alumni compared to 5,474 in 1990. The percentage of funds from the phonathon received by the University by May 1 constituted another improvement. The Office of Development collected over 59% of the pledges as of May 1, compared to 43% for the FY 1990 Phonathon.

COMPARISON OF 1991 VERSUS 1990 PHONATHON

FIRST WEEK OF PHONATHON:

1991		1990	
SUNDAY	$ 7,975.00	SUNDAY	$ 6,650.00
SUNDAY	$ 7,815.00	SUNDAY	$ 7,035.00
		SUNDAY	$ 8,236.00
MONDAY	$ 9,265.00	MONDAY	$ 5,045.00
TUESDAY	$ 5,080.00	TUESDAY	$ 8,105.00
WEDNESDAY	$ 3,572.00	WEDNESDAY	$ 5,723.00
THURSDAY	$ 8,215.00	THURSDAY	$ 5,460.00
TOTAL	$ 41,922.00	TOTAL	$ 46,254.00

SECOND WEEK OF PHONATHON:

1991		1990	
SUNDAY	$ 7,080.00	SUNDAY	$ 4,111.00
SUNDAY	$ 8,455.00	SUNDAY	$ 10,700.00
		SUNDAY	$ 3,927.00
MONDAY	$ 6,175.00	MONDAY	$ 5,300.00
TUESDAY	$ 9,445.00	TUESDAY	$ 7,785.00
WEDNESDAY	$ 4,370.00	WEDNESDAY	$ 2,830.00
THURSDAY	$ 7,650.00	THURSDAY	$ 5,525.00
TOTAL	$ 43,175.00	TOTAL	$ 40,178.00

THIRD WEEK OF PHONATHON:

1991		1990	
SUNDAY	$ 5,400.00	SUNDAY	$ 4,745.00
SUNDAY	$ 7,195.00	SUNDAY	$ 5,575.00
		SUNDAY	$ 4,715.00
MONDAY	$ 4,495.00	MONDAY	$ 4,235.00
TUESDAY	$ 5,150.00	TUESDAY	$ 6,300.00
WEDNESDAY	$ 4,235.00	WEDNESDAY	$ 5,785.00
THURSDAY	$ 9,927.00	THURSDAY	$ 6,005.00
TOTAL	$ 36,402.00	TOTAL	$ 37,360.00

APPENDIX 5

FOURTH WEEK OF PHONATHON:

1991		1990	
SUNDAY	$ 5,660.00	SUNDAY	$ 4,715.00
SUNDAY	$ 4,840.00	SUNDAY	$ 1,570.00
		SUNDAY	$ 2,390.00
MONDAY	$ 6,445.00	MONDAY	$ 12,780.00
TUESDAY	$ 9,015.00		
WEDNESDAY	$ 5,065.00		
THURSDAY	$ 7,952.00		
TOTAL	$ 38,977.00	TOTAL	$ 21,455.00
CLEAN UP:	$ 4,320.00	CLEAN UP:	$ 11,451.00

KANSAS CITY PHONATHON:

1991		1990	
2-3-91	$ 10,855.00	2-18-90	$ 11,330.00

SPRINGFIELD PHONATHON:

1991		1990
2-7-91	$ 410.00 (NEW IN 1991)	

BARTLESVILLE PHONATHON:

1991		1990	
2-10-91	$ 9,025.00	2-25-90	$ 7,430.00

WICHITA PHONATHON:

1991		1990	
2-12-91	$ 3,185.00	2-6-90	$ 3,539.00

TULSA PHONATHON:

1991		1990	
2-15-91	$ 4,072.50	2-8-90	$ 3,487.50

ST. LOUIS PHONATHON:

1991		1990	
2-28-91	$ 1,035.00	2-22-90	$ 1,285.00

REPORT OF WEEK-BY-WEEK RESULTS

Listed below is a report of the first week, day-by-day Phonathon results for 1991 and 1990.

1991			1990		
SUN.	2-10-91	$ 7,975.00	SUN.	2-11-90	$ 6,650.00
SUN.	2-10-91	7,815.00	SUN.	2-11-90	7,035.00
MON.	2-11-91	9,265.00	SUN.	2-11-90	8,236.00
TUES.	2-12-91	5,080.00	MON.	2-12-90	5,045.00
WED.	2-13-91	3,572.00	TUES.	2-13-90	8,105.00
THUR.	2-14-91	8,215.00	WED.	2-14-90	5,723.50
			THUR.	2-15-90	5,460.00
TOTAL:		$41,922.00	TOTAL:		$46,254.50

*NOTE: $4,332.50 behind 1990 figures for same date.

KANSAS CITY PHONATHON

2-3-91	$10,855.00	2-18-90	$11,330.00

SPRINGFIELD PHONATHON

2-7-91	$ 410.00

ST. LOUIS PHONATHON

2-28-91	$ 1,035.00	2-22-90	$ 1,285.00

BARTLESVILLE PHONATHON

2-10-91	$ 9,025.00	2-25-90	$ 7,430.00

WICHITA PHONATHON

2-12-91	$ 3,185.00	2-6-90	$ 3,539.90

TULSA PHONATHON

2-15-91	$ 4,072.50	2-8-90	$ 3,487.50

Total Phonathon proceeds for 1991: $70,504.50

Total Phonathon proceeds for 1990: $72,041.40

*These total phonathon figures to date include all proceeds from mini-phonathons.

REPORT OF WEEK-BY-WEEK RESULTS

Listed below is a report of the second week, day-by-day Phonathon results for 1991 and 1990.

1991			**1990**		
SUN.	2-17-91	$ 7,080.00	SUN.	2-18-90	$ 4,111.00
SUN.	2-17-91	$ 8,455.00	SUN.	2-18-90	$10,700.00
MON.	2-18-91	$ 6,175.00	SUN.	2-18-90	$ 3,927.00
TUES.	2-19-91	$ 9,445.00	MON.	2-19-90	$ 5,300.00
WED.	2-20-91	$ 4,370.00	TUES.	2-20-90	$ 7,785.00
THUR.	2-21-91	$ 7,650.00	WED.	2-21-90	$ 2,830.00
			THUR.	2-22-90	$ 5,525.00
TOTAL:		$43,175.00	TOTAL:		$40,178.00

*NOTE: $2,997.00 above 1990 figures for same date.

Total Phonathon proceeds for 1991 $113,679.50

Total Phonathon proceeds for 1990 $112,219.40

2/22/91

REPORT OF WEEK-BY-WEEK RESULTS

Listed below is a report of the third week, day-by-day Phonathon results for 1991 and 1990.

1991			1990		
SUN.	2-24-91	$ 5,400.00	SUN.	2-25-90	$ 4,745.00
SUN.	2-24-91	$ 7,195.00	SUN.	2-25-90	$ 5,575.00
MON.	2-25-91	$ 4,495.00	SUN.	2-25-90	$ 4,715.00
TUES.	2-26-91	$ 5,150.00	MON.	2-26-90	$ 4,235.00
WED.	2-27-91	$ 4,235.00	TUES.	2-27-90	$ 6,300.00
THUR.	2-28-91	$ 9,927.00	WED.	2-28-90	$ 5,785.00
			THUR.	3-01-90	$ 6,005.00
TOTAL:		$36,402.00	TOTAL:		$37,360.00

*NOTE: $ 958.00 below 1990 figures for same date.

Total Phonathon proceeds for 1991 $150,081.50

Total Phonathon proceeds for 1990 $150,864.90

03/01/91

REPORT OF WEEK-BY-WEEK RESULTS

Listed below is a report of the fourth week, day-by-day Phonathon results for 1991 and 1990.

1991		1990	
SUN. 3-3-91	$ 5,660.00	SUN. 3-4-90	$ 4,715.00
SUN. 3-3-91	4,840.00	SUN. 3-4-90	1,570.00
MON. 3-4-91	6,445.00	SUN. 3-4-90	2,390.00
TUES. 3-5-91	9,015.00	MON 3-5-90	12,780.00
WED. 3-6-91	5,065.00		
THUR. 3-7-91	7,952.00		
TOTAL:	$38,977.00	TOTAL:	$21,455.00

*NOTE: $17,497.00 above 1990 figures for same week.

CLEAN UP	$ 4,320.00	$11,451.00

Total Phonathon proceeds to date for 1991: $193,378.50

Total Phonathon proceeds to date for 1990: $183,770.90

03/08/91

APPENDIX 6

PITTSBURG STATE UNIVERSITY FOUNDATION

CUMULATIVE BEQUEST RECORD

Number	Name of Estate	Amount Distributed	Purpose
1	Barney Baker	$ 8,745.82	General Scholarship
	TOTAL FY 1957	$ 8,745.82	
2	Lillian Bell	$ 1,500.00	Student Loan Fund
	TOTAL FY 1963	$ 1,500.00	
3	Hazel Cook Spencer	$ 3,000.00	Student Loan Fund
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
	TOTAL FY 1964	$ 8,000.00	
5	Jessie M. Overman	$ 9,504.54	Elbert Overman Scholarship
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
	TOTAL FY 1965	$ 12,425.33	
7	Margaret Coventry	$ 2,000.00	Scholarship/Home Economics Chemistry
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
	TOTAL FY 1971	$ 8,000.00	
9	Fred/Pearl Brinkeroff	$ 10,000.00	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
	TOTAL FY 1972	$ 45,047.83	
11	Jay N. Patmor	$ 5,000.00	B. A. Patmor Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
	TOTAL FY 1973	$ 5,500.00	
13	Dorothy M. McPherson	$463,419.00	McPherson Nursing Building
14	Albert B. Norwood	2,561.82	General Scholarship
15	Pearl Brinkeroff	4,536.10	Scholarship/History
	TOTAL FY 1974	$470,516.92	

16	Cash M. Russ	$ 5,375.74	Student Loan Fund
17	Ruth R. Luecke	500.00	
	TOTAL FY 1975	$ 5,875.74	
16	Cash M. Russ	$ 978.49	Student Loan Fund
	TOTAL FY 1976	$ 978.49	
18	Maude Potts Wilcox	$ 10,000.00	General Scholarship
	TOTAL FY 1977	$ 10,000.00	
16	Cash M. Russ	$ 5,375.74	Student Loan Fund
19	Alberta M. Bertino	3,123.22	General Scholarship
	TOTAL FY 1978	$ 8,498.96	
20	Bonnie Stuart	$ 5,000.00	John F. Beasley S
21	Jane Carroll	6,814.58	Scholarship/Education
	TOTAL FY 1979	$ 11,814.58	
22	Jack Borders	$204,000.00	Vanhercke General Scholar
23	Alice F. Pelsma	5,000.00	Scholarship/Debate
24	Norman E. Saxer	2,000.00	General Scholarship
	TOTAL FY 1980	$211,000.00	
22	Jack Borders	$ 76,000.00	VanHercke General Scholar
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
	TOTAL FY 1981	$ 78,000.00	
26	E. Louise Gibson	$ 7,000.00	Scholarship/Home Economics
22	Jack Borders	84,474.49	VanHercke General Scholar
27	Belle Provorse	6,000.00	Scholarship/Business
28	Ethel Atkinson	9,263.45	Scholarship/Nursing
	TOTAL FY 1982	$106,737.94	
29	Nellie E. Knight	$ 39,802.24	General Scholarship
30	Geneva R. Conner	5,000.00	General Scholarship
31	Isadore E. DeLappe	30,000.00	Scholarship/Nursing
22	Jack Borders	294.98	VanHercke General Scholar
	TOTAL FY 1983	$ 75,097.22	
32	Mary Molek	$ 42,314.58	Library Endowment
33	Kathryn S. Woody	39,358.44	General Scholarship
	TOTAL FY 1984	$ 81,673.02	

34	Delores D. Bachman	$ 7,790.17	Scholarship/Social Work
35	Elizabeth Cochran	800.00	General Scholarship
	TOTAL FY 1985	$ 8,590.17	
22	Jack Borders	$ 1,555.19	VanHercke General Scholar
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
37	Florence Toedman	5,000.00	General Scholarship
	TOTAL FY 1986	$106,555.19	
38	Martha Pate	$ 5,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
41	Frank Pierson	28,106.23	Scholarship/Mathematics
42	Mary Oberholtzer	117,298.75	Scholarship/Physical Science/Technology
	TOTAL FY 1987	$204,435.76	
42	Mary Oberholtzer	$115,617.53	Scholarship/Physical Science/Technology
43	Christine Dolecheck	222,264.63	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
45	Carl Brown	50,000.00	Unrestricted
	TOTAL FY 1988	$389,882.16	
31	Isadore E. DeLappe	$ 9,296.04	Scholarship/Nursing
46	Pauline Phillips	122,546.75	General Scholarship
47	John McCray	15,939.84	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
50	Leon C. Heckert	187,420.70	Research Endowment
51	Stella C. Ramsay	5,000.00	General Scholarship
	TOTAL FY 1989	$483,425.27	
31	Isadore E. DeLappe	18,848.65	Scholarship/Nursing
52	Greta Drake	5,000.00	Unrestricted
53	Mabel A. Varner	1,226.70	General Scholarship
54	Frances B. Baxter	1,600,000.00	Baxter Endowment Fund
55	Evelyn Dorman	7,558.58	General Scholarship
56	Orval H. Close	31,011.38	General Scholarship
	TOTAL FY 1990	$1,663,645.31	

31	Isadore E. DeLappe	19,852.53	Scholarship/Nursing
57	Marguerita Sauer	25,000.00	General Scholarship
56	Orval H. Close	6.13	General Scholarship
54	Frances B. Baxter	54,826.22	Frances Baxter Endowment
58	Agnes Crow	45,000.00	Unrestricted
	TOTAL FY 1991	$144,684.88	
	GRAND TOTAL	$4,150,630.59	

PITTSBURG STATE UNIVERSITY FOUNDATION

NUMERICAL BEQUEST RECORD

Number	Name	Amount	Purpose
1	Barney Baker	$ 8,745.82	General Scholarship
2	Lillian Bell	1,500.00	Student Loan Fund
3	Hazel Cook Spencer	3,000.00	Student Loan Fund
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
5	Jessie M. Overman	9,504.54	Elbert Overman Scholarship
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
7	Margaret Coventry	2,000.00	Scholarship/Home Economics
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
9	Fred/Pearl Brinkeroff	10,000.00	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
11	Jay N. Patmor	5,000.00	B. A. Patmor Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
13	Dorothy M. McPherson	463,419.00	McPherson Nursing Building
14	Albert B. Norwood	2,561.82	General Scholarship
15	Pearl Brinkeroff	4,536.10	Scholarship/History
16	Cash M. Russ	11,729.97	Student Loan Fund
17	Ruth R. Luecke	500.00	
18	Maude Potts Wilcox	10,000.00	General Scholarship
19	Alberta M. Bertino	3,123.22	General Scholarship
20	Bonnie Stuart	5,000.00	John F. BeasleyScholarship
21	Jane Carroll	6,814.58	Scholarship/Education
22	Jack Borders	366,324.66	Vanhercke General Scholar
23	Alice F. Pelsma	5,000.00	Scholarship/Debate
24	Norman E. Saxer	2,000.00	General Scholarship
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
26	E. Louise Gibson	7,000.00	Scholarship/Home Economics
27	Belle Provorse	6,000.00	Scholarship/Business
28	Ethel Atkinson	9,263.45	Scholarship/Nursing
29	Nellie E. Knight	39,802.24	General Scholarship
30	Geneva R. Conner	5,000.00	General Scholarship
31	Isadore E. DeLappe	77,997.22	Scholarship/Nursing
32	Mary Molek	42,314.58	Library Endowment
33	Kathryn S. Woody	39,358.44	General Scholarship
34	Delores D. Bachman	7,790.17	Scholarship/Social Work
35	Elizabeth Cochran	800.00	General Scholarship
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
37	Florence Toedman	5,000.00	General Scholarship
38	Martha Pate	5,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
41	Frank Pierson	28,106.23	Scholarship/Mathematics

Number	Name	Amount	Purpose
42	Mary Oberholtzer	232,916.28	Scholarship/Physical Science/Technology
43	Christine Dolecheck	222,264.63	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
45	Carl Brown	50,000.00	Unrestricted
46	Pauline Phillips	122,546.75	General Scholarship
47	John McCray	15,939.84	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
50	Leon C. Heckert	187,420.70	Research Endowment
51	Stella C. Ramsay	5,000.00	General Scholarship
52	Greta Drake	5,000.00	Unrestricted
53	Mabel A. Varner	1,226.70	General Scholarship
54	Frances B. Baxter	1,654,826.22	Baxter Endowment Fund
55	Evelyn Dorman	7,558.58	General Scholarship
56	Orval H. Close	31,017.51	General Scholarship
57	Margareurita Sauer	25,000.00	General Scholarship
58	Agnes Crow	45,000.00	Unrestricted
	TOTAL	$4,150,630.59	

PITTSBURG STATE UNIVERSITY FOUNDATION

ALPHABETICAL BEQUEST RECORD

Number	Name	Amount	Purpose
28	Ethel Atkinson	$ 9,263.45	Scholarship/Nursing
34	Delores D. Bachman	7,790.17	Scholarship/Social Work
1	Barney Baker	8,745.82	General Scholarship
54	Frances B. Baxter	1,654,826.22	Baxter Endowment Fund
2	Lillian Bell	1,500.00	Student Loan Fund
19	Alberta M. Bertino	3,123.22	General Scholarship
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
22	Jack Borders	366,324.66	Vanhercke General Scholar
9	Fred/Pearl Brinkeroff	10,000.00	Scholarship/History
15	Pearl Brinkeroff	4,536.10	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
45	Carl Brown	50,000.00	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
21	Jane Carroll	6,814.58	Scholarship/Education
56	Orval H. Close	31,017.51	General Scholarship
35	Elizabeth Cochran	800.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
30	Geneva R. Conner	5,000.00	General Scholarship
7	Margaret Coventry	2,000.00	Scholarship/Home Economics
58	Agnes Crow	45,000.00	Unrestricted
31	Isadore E. DeLappe	77,997.22	Financial Aid/Nursing S
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
43	Christine Dolecheck	222,264.63	Unrestricted
55	Evelyn Dorman	7,558.58	General Scholarship
52	Greta Drake	5,000.00	Unrestricted
26	E. Louise Gibson	7,000.00	Scholarship/Home Economics
50	Leon C. Heckert	187,420.70	Research Endowment
48	Lorna D. Howe	5,000.00	General Scholarship
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
29	Nellie E. Knight	39,802.24	General Scholarship
17	Ruth R. Luecke	500.00	
47	John McCray	15,939.84	Scholarship/Music
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
13	Dorothy M. McPherson	463,419.00	McPherson Nursing Building
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
32	Mary Molek	42,314.58	Library Endowment
14	Albert B. Norwood	2,561.82	General Scholarship
42	Mary Oberholtzer	232,916.28	Scholarship/Physical Science/Technology
5	Jessie M. Overman	9,504.54	Elbert Overman Scholarship
38	Martha Pate	5,000.00	Scholarship/Music
11	Jay N. Patmor	5,000.00	B. A. Patmor Scholarship

Number	Name	Amount	Purpose
23	Alice F. Pelsma	$ 5,000.00	Debate/ Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
46	Pauline Phillips	122,546.75	General Scholarship
41	Frank Pierson	28,106.23	Mathematics/Scholarship
27	Belle Provorse	6,000.00	Business/Scholarship
51	Stella C. Ramsay	5,000.00	General Scholarship
16	Cash M. Russ	11,729.97	Student Loan Fund
57	Marguerita Sauer	25,000.00	General Scholarship
24	Norman E. Saxer	2,000.00	General Scholarship
3	Hazel Cook Spencer	3,000.00	Student Loan Fund
20	Bonnie Stuart	5,000.00	John F. Beasley S
37	Florence Toedman	5,000.00	General Scholarship
53	Mabel A. Varner	1,226.70	General Scholarship
18	Maude Potts Wilcox	10,000.00	General Scholarship
33	Kathryn S. Woody	39,358.44	General Scholarship
	TOTAL	$4,150,630.59	

APPENDIX 7

PITTSBURG STATE UNIVERSITY FOUNDATION

BOARD OF TRUSTEES

Fiscal Year 1992

President:
John B. Towner
805 Elmwood Lane
Pittsburg, KS 66762

Vice President:
Duane Lawellin
2820 Illinois
Joplin, MO 64802

Secretary:
Joseph G. Smoot
800 Heritage Road
Pittsburg, KS 66762

Treasurer:
John D. Patterson
Pittsburg State University
1701 South Broadway Street
Pittsburg, KS 66762

Members:

O. W. "Jack" Armstrong
2000 Skyline Drive
Bartlesville, OK 74006

Kenneth Bateman
1206 East Quincy
Pittsburg, KS 66762

Thomas E. Beal
5001 West 86th Terrace
Prairie Village, KS 66207

O. Gene Bicknell
National Pizza Company
100 North Pine
Pittsburg, KS 66762

Waneta Childress
805 West 4th Street
Webb City, MO 64870

Gary Cinotto
Miners State Bank
PO Box 1021
Frontenac, KS 66762

Christine Fogliasso
101 Williams
Girard, KS 66762

William A. Freeman
345 Ridgeview Drive
Erie, PA 16505

Roger Gladden
2021 East 34th Place
Joplin, MO 64804

William R. Hagman
301 Winwood Street
Pittsburg, KS 66762

Donald Holsinger
1453 Bitner Place
Pittsburg, KS 66762

Gene Irvin
12 North Ohio Street
Adrian, MO 64720

Kenneth Ike Loy
Loy and Loy
112 West 4th Street
Pittsburg, KS 66762

Troy Michie, Jr.
2052 St. Nick Street
New Orleans, LA 70114

George Pitzer
2406 South Homer Street
Pittsburg, KS 66762

August Rua
702 Elmwood Lane
Pittsburg, KS 66762

Mike Slack
1406 Franklin Road
Pittsburg, KS 66762

Gary Wall
3120 Briggs Street
Parsons, KS 67357

Paul Wilbert
311 Winwood Drive
Pittsburg, KS 66762

Donald W. Wilson
515 East Ford Street
Pittsburg, KS 66762

Edythe McNally
101 South College Street
Pittsburg, KS 66762

Peter Monsour
Route 5, Box 18
Pittsburg, KS 66762

Helen Rennick
800 Elmwood Lane
Pittsburg, KS 66762

William Shute
804 South Catalpa Street
Pittsburg, KS 66762

Guy Sutherland
1821 Glynnwood Drive
Bartlesville, OK 74006

Donald C. Widner
1301 Woodland Terrace
Pittsburg, KS 66762

Wendell Wilkinson
1002 South College
Pittsburg, KS 66762

George Zugmier
8802 E. San Rafael
Scottsdale, AZ 85260

APPENDIX 8

Pittsburg State University Foundation
By Laws
(Adopted July 1, 1985; Amended September 8, 1989)

ARTICLE I

Name and Location

Section 1. The name of the corporation shall be the Pittsburg State University Foundation.

Section 2. The principal office and registered office shall be located at the Cecil and Eva C. Wilkinson Alumni Center, Ford and Joplin Street, Pittsburg, Kansas 66762.

Section 3. Other offices for the transaction of business shall be at such places as the Board of Trustees may, from time to time, determine and designate.

ARTICLE II

Purpose

Section 1. The purposes for which said Corporation is formed are the support of an educational undertaking, to-wit, the Pittsburg State University, and to that end to receive and hold in trust any property, real and personal, given devised, bequeathed, given in trust, or in any other way made over to the said Corporation for the use or benefit of Pittsburg State University, or of any student or professor therein as such, or of any department thereof, or for the carrying on at said institution of any line of work, teaching, or investigation, or contract research, which the donor, grantor, or testator may designate; to invest or disburse all moneys so received, and generally to care for, manage, administer and control all such property so received, and to carry out the wishes and to see the funds and property so received are applied to the uses specified by the donors; or, in case the gift, devise or bequest is a general one, then to such uses as may be agreed on by the Board of Trustees.

Section 2. The term for which the Foundation shall exist is in perpetuity.

ARTICLE III

Members

Section 1. There shall be two categories of members of this Corporation, honorary and active, with each category exercising full membership rights.

Section 2. Honorary members may be elected for life by the Board of Trustees.

Section 3. Active members will be designated each year by the Board of Trustees as those who make a minimum contribution to the Foundation as specified by the Board of Trustees each year at its annual meeting. Membership rights will be based in a current fiscal year on a minimum gift during the previous or current fiscal year.

Section 4. An annual meeting of members shall be held at the principal location of the corporation on the day and at the time to be set each year by the President of the Foundation, and written notice of such meeting shall be served by United States mail upon all members of the corporation at least fifteen days prior to the day of said meeting. At such meeting, the members shall elect Trustees to serve three year terms. The immediate past president of the Foundation shall be elected to the Board of Trustees if eligible to serve. At the first election, eight (8) members shall be elected for 3 year terms, eight (8) members shall be elected for 2 year terms, and eight (8) members shall be elected for a 1 year term. They may also elect those who have given extended service on the Board as trustees emeritus of the Foundation. Trustees emeritus will receive special reports, notices, and communications from time to time and may also be invited by the chairman to attend meetings.

Section 5. A special meeting of the members, to be held at the same place as the annual meeting, may be called at any time by a written request of the majority of the Board of Trustees, or by the President or, in his absence, by the Vice President. It shall be the duty of the President, or Vice President or Board of Trustees to call such a meeting whenever so requested by fifty (50) percent of the members of the corporation. Notice of the time and place of all special meetings of the members shall be mailed by the Secretary to each member at least ten (10) days before the date thereof.

Section 6. The President, or, in his absence, the Vice President shall preside at all such meetings.

Section 7. At every meeting, each member shall be entitled to cast one vote, which vote may be cast either in person or by proxy. All proxies shall be in writing and shall be filed with the Secretary and the same entered of record in the minutes of the meeting.

Section 8. A quorum for the transaction of business for any meeting shall consist of those members of the corporation who attend or have submitted their proxy.

Section 9. The members shall have power, by a majority vote at any annual or special meeting, to remove any Member, Trustee, or officer from office.

Section 10. The books, records and accounts of the corporation shall be open to the inspection of any and every member, and such member shall have the right and privilege to examine said books, records and accounts of the corporation at any time.

Section 11. The President of the University, the Vice President for Development and Public Relations, and Director of Development, the Vice President for Business and Fiscal Affairs, the Director of Alumni Relations shall be ex-officio non-voting members of the Foundation. The President of the Alumni Association shall be an ex-officio voting member of the Foundation.

ARTICLE IV

Trustees

Section 1. The business and property of the corporation shall be managed by the Board of Trustees, consisting of not less than twenty-four (24) and not to exceed thirty-six (36) elected members and those provided for by Section 10 of this Article IV. The number of directors shall be established from time to time by a majority vote of those present at any regular meeting of the Board of Trustees. As a qualification for election thereof, it shall be necessary that a Trustee be a member of said corporation. The Trustees shall be elected by the Members of the Foundation and shall receive no compensation for their services as Trustees. A majority shall be alumni of Pittsburg State University. Vacancies occurring on the Board of Trustees shall be filled by an affirmative vote of a majority of the remaining Trustees at any regular or special meeting. The Trustee or Trustees so chosen shall hold office until the next annual election and until their successors shall be duly elected and qualified. A quorum shall be a majority of the Trustees.

Section 2. The President of the Foundation shall serve as chairman of the Board of Trustees and the Vice President of the Foundation shall serve as Vice Chairman of the Board of Trustees.

Section 3. The regular annual meeting of the Trustees shall be held in the principal office of the corporation immediately after the adjournment of each annual members' meeting. The Trustees shall elect the officers of the Board of Trustees at this meeting. The past President of the Foundation shall serve as temporary chairman of the Trustees

for the election of officers. At this meeting other regular meetings for the ensuing year shall be scheduled.

Section 4. Special meetings of the Board of Trustees, to be held at any place, may be called by the chairman and, in his absence, by the Vice Chairman. By consent of two-thirds of the Trustees, such meetings of the Board may be held, without notice, at any time and place.

Section 5. Notice of all such special meetings of the Board of Trustees shall be mailed to each Trustee by the Secretary at least ten (10) days previous to the time fixed for the meeting. All notices of such meeting shall state the purpose thereof. Notice of any special meeting may be waived by the Trustees, and the presence of any Trustee at any meeting shall be deemed to constitute a waiver of notice of such meeting.

Section 6. A quorum for the transaction of business at any meeting shall consist of a majority of the members of the Board of Trustees, but the members present at any regular or special meeting, although less than a quorum, shall have power to adjourn the meeting to a future time and, from time to time thereafter, until a quorum shall be present.

Section 7. The Trustees shall elect officers of the corporation, such election to be held at the annual Trustees' meeting following each annual members' meeting, and if such election is not held at such meeting, the same may be held at any subsequent meeting of the Board of Trustees.

Section 8.

(a) The Trustees may select an Executive Director to manage the business and property of the corporation during the interim between annual meeting of the Board of Trustees and shall fix the salary of said Executive Director, and as a qualification for said position, it shall not be necessary that the person so employed be a member of the corporation or Trustee.

(b) In the absence of an appointment under "Section 8a" above, the Executive Committee shall meet on call to perform the functions outlined in "Section 8a".

Section 9. At each annual members meetings, the Board of Trustees shall submit a statement of the business transacted during the preceding year, together with a report of the general financial condition of the Corporation.

Section 10. The President of the University, the Vice President for Development and Public Relations, the Director of Development, the Vice President for Business and Fiscal Affairs shall be ex-officio non-voting members of the Board

of Trustees in addition to the twenty-four (24) elected members. The President of the Alumni Association shall be an ex-officio voting member.

ARTICLE V

Officers

Section 1. The officers of this corporation shall be a President, a Vice President, a Secretary and a Treasurer. The President, the Vice President, and the Secretary shall be elected for a term of one year and shall hold office until their successors are duly elected and qualified. No one shall be eligible to hold any office who is not a member of the corporation, and any such officer who ceases to be a member of the corporation shall cease to hold said office on the termination of his membership in said corporation. The office of Treasurer shall be held by the Vice President for Business and Fiscal Affairs of Pittsburg State University.

Section 2. The President shall preside at all Board of Trustee and Members meetings; shall have general supervision over the affairs of the corporation and over the other officers; shall sign all written contracts of the corporation, and may sign checks, and shall perform all such other duties as are incident to his office. In case of the absence or disability of the President, his duties shall be performed by the Vice President.

Section 3. The Secretary shall issue notices of all Board of Trustees and members meetings and shall attend and keep the minutes of the same; shall have charge of all corporate books, records and papers; shall have custody of the corporate seal; shall attest with his signature and impress with the corporate seal all written contracts of the corporation; and shall perform all such other duties as are incident to his office.

Section 4. The Treasurer shall have custody of all money and securities of the corporation and shall give bond in such sum and with such sureties as the Board of Trustees may require conditioned upon the faithful performance of the duties of his office. He shall sign checks of the corporation, shall keep regular books of account and shall submit them, together with all his vouchers, receipts, records and other papers, to the Board of Trustees for their examination and approval as often as they may require, and shall perform all such other duties as are incident to this office.

ARTICLE VI

Committees

Section 1. The Executive Committee shall be elected by the Board of Trustees and shall consist of five (5) members of the Board of Trustees. The members of the Executive Committee will normally include the following: Chairman of the Board of Trustees, who will serve as Chairman of the Executive Committee; Vice Chairman of the Board of Trustees; Secretary of the Board of Trustees; the immediate past President of the Foundation may also be elected to serve on the Executive committee if a member of the Board of Trustees. The President of Pittsburg State University, the Vice President for Development and Public Relations of Pittsburg State University, and the Vice President for Business and Fiscal Affairs of the Pittsburg State University shall serve as ex-officio non-voting members of the Executive Committee. The Executive Committee shall have and may exercise all the powers of the Board of Trustees in the management of the business and affairs of the Foundation during the intervals between meetings of the Board, except the power to fill vacancies on the Board and the power to amend the By Laws. The Executive Committee may make rules for the conduct of its business. A majority of the voting members of the Executive Committee shall constitute a quorum.

Section 2. Standing Committees. The Board of Trustees shall establish the following committees in conducting the affairs of the Foundation:

a. Development Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall establish fund-raising plans and goals for the Foundation.

b. Investment Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum. The Treasurer of the Foundation shall be a member of this committee. The committee shall invest the funds of the Foundation in keeping with policies set by the Board of Trustees. The committee may engage appropriate investment counsel on approval from the Board of Trustees in the management of the Foundation's assets and in keeping with the fiduciary responsibility of the Trustees to realize adequate investment returns.

c. Finance committee. The Board of Trustees shall elect the five (5) members of this committee, one of

whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall prepare the annual Foundation budget and be responsible for the management of the building and grounds of the Alumni Center.

Section 3. The Board of Trustees shall establish other standing committees as required and elect the members each year.

ARTICLE VII

Finances

Section 1. The funds of the corporation shall be deposited in such bank or banks as the Board of Trustees shall designate and shall be withdrawn only upon check or order of the Treasurer and such other officers as may be designated by the Board of Trustees.

Section 2. An annual audit of the funds and property of this corporation shall be made and a report thereof submitted to each member of the Board of Trustees, and will be made available to any member of the Foundation upon request.

ARTICLE VIII

Seal

Section 1. The Board of Trustees shall provide a suitable seal for the corporation and it shall bear the name of the corporation and the word "Seal." Such seal shall be impressed upon all contracts, conveyances and written instruments as may require the seal of the corporation.

ARTICLE IX

Amendments

Section 1. These By Laws may be amended, changed or altered by the affirmative vote of two-thirds of those present at any regular meeting of the Board of Trustees, subject to the power of the members to amend, alter or repeal the By Laws; provided, however, that notice of any such action by the Board of Trustees shall be given to each member of the Foundation not a member of the Board of Trustees having voting rights within thirty (30) days after the date of such change by the Board of Trustees.

APPENDIX 9

PITTSBURG STATE UNIVERSITY FOUNDATION
NACUBO ENDOWMENT STUDY FY 1990

By

Joseph G. Smoot

The Pittsburg State University Foundation was organized on July 1, 1985, from the Endowment Association established in 1951 and the Alumni Foundation established in 1970. The United Missouri Bank of Kansas City was engaged to manage the PSU Foundation assets in January, 1986.

Pittsburg State University participated in its first endowment study conducted by the National Association of College and University Business Officers (NACUBO) in FY 1989. NACUBO has published these studies since 1971; they contain the most comprehensive analysis of endowment data available for college and university foundations. Page numbers in this report refer to the 1990 NACUBO Endowment Study (Washington, D.C.: National Association of College and University Business Officers, 1991). Cambridge Associates, Inc., prepared the NACUBO study.

This second report of the Pittsburg State University Foundation endowment data enables us to make accurate comparisons with other university foundations. We now have reliable information to help assess the management of PSU Foundation assets. PSU is institution number 15 in the tables of the study. The data supplied to NACUBO was for

the Fiscal Year 1989-1990. Cumulative returns figured since 1980 are not available for the PSU Foundation. (See Pages 115 and 159)

1. Of the 367 institutions with endowment assets (37 more than in FY 1989) responding to the NACUBO survey, Pittsburg State University Foundation ranked 340 with $9,009,000 in endowment assets. Emporia State University ranked 321, with assets of $14,254,000. As a matter of interest Emporia State University embarked on a professional development program about ten years ahead of Pittsburg State University. The University of Kansas ranked 62 with $226,008,000 and Kansas State University ranked 148 with 71,226,000. No other Kansas Regents university participated in the study.

The institutions ranked lower than Pittsburg State University included Suny Stoneybrook Foundation (351), Long Island University (353), Eastern Illinois University (355), Southwest Missouri State University (358), Oakland University (364) and Indiana University of Pennsylvania (367). (See Pages 31-32)

2. An important measure of the strength of an endowment fund are the total dollars of endowment for each full-time equivalent student. In this measure, Pittsburg State University ranked 61 of 101 public colleges and universities with $1,786 per FTE student. This measure places Pittsburg State University ahead of many well-known universities including the University of Arizona (62),

Oklahoma State University (66), Michigan State University (68), University of Arkansas (69), Indiana University (77), University of Illinois (85), and Arizona State University (97). (See Pages 35-36)

3. Rate of spending is another way to compare management of endowment assets. Endowment spending as a percentage of the market value of the endowment fund for FY 1989 was 4.0% for public institutions and 4.7% for private institutions. For endowment funds under $25,000,000, the spending rate was 4.9%. The University of Kansas spends 5% of a three year moving average of market values as of January 31. Pittsburg State University spends all income. Some foundations strive to increase endowment assets through a controlled spending policy. (See Page 47, 63)

The Pittsburg State University Foundation has the potential for internal growth because its pooled investment fund allows market growth based on the unit value concept. The Pittsburg State University Foundation became one of the earliest in the country to use the pooled investment fund. This information has nothing to do with the NACUBO Study, but is important in reviewing investment objectives. The following table gives a four-year summary of the growth/decline of the unit values and comparative data based on the consumer price index and the real growth/decline in the unit values. The Foundation trustees should review, as a part of its investment policy, the trend in the decrease in the unit pool value.

Fiscal Year	Total Units	% Increase in Unit Pool Value*	CPI Growth/Decline
6.30.1986	1.0236950		
6.30.1987	1.09644285	7.106	3.7	3.40
6.30.1988	1.02047860	- 6.929	3.8	-10.70
6.30.1989	1.06127633	3.990	5.3	- 1.30
6.30.1990	1.07533430	1.325	4.4	- 3.075
	Total	5.492	17.2	-11.71
	Total Compounded	5.044	18.3	-13.26

*Principal value at market

The total % increase in the unit pool value for the four years was 5.492. The Consumer Price Index increase for Fiscal Years 1987-1990 totaled 17.2% which resulted for a growth reduction in the pooled funds of 11.71%. The compounded percentages are 5.044% for the increase in the unit pool value and a compounded Consumer Price Index of 18.3% which totaled a 13.26% decrease in the unit pool value.

4. The assets of the Pittsburg State University Foundation are 100% in marketable securities. The dollar-weighted mean of all foundation assets in the NACUBO Endowment Study is 88.8% in marketable securities, 3.6% in non-marketable securities, 3.3% in non-campus real estate, 2.2% in campus real estate, and 2.1% in other investments. The PSU Foundation included a value for FY 1990 for the Alumni Center property of $1,500,000 in its assets, but the figure is not included in the study. (See Pages 74, 82)

The NACUBO study includes comparative information in the FY 1990 report concerning Investment Pool Allocation By Institution. PSU's Foundation Pool was invested 37.6% in domestic common stock compared to a dollar-weighted mean of 47.4% for all institutions, 50.0% in domestic fixed income compared to a dollar-weighted mean of 33.1% for all institutions, and 12.4% in domestic cash and cash equivalents compared to 10.9% for all institutions. For all institutions the Investment Pools under $25,000,000 had an asset allocation of 46.5% in stock, 35.6% in fixed income, and 12.5% in cash and cash equivalents. Public institutions had 45.7% in stock, 37.8% in fixed income, and 12.1% in cash and cash equivalents. (See Pages 170, 172)

5. Of 332 institutions who reported an Investment Pool Nominal Return (Actual Return), the Pittsburg State University Foundation realized 14.3% in FY 1987 compared to the dollar-weighted mean of 16.3%; in FY 1988, PSU's Foundation realized 6.3% compared to the dollar-weighted mean of 1.3%; for FY 1989, PSU's Foundation realized 12.8% compared to a dollar-weighted mean of 14.7%; for FY 1990, PSU's Foundation realized 8.9% compared to the dollar-weighted mean of 10.4% and the equal-weighted mean of 9.6% for the 332 institutions.

It should be noted that the PSU Foundation performance of 8.9% for FY 1990 was 1.5% below the dollar-weighted mean of all of the university foundations, but also below the S&P 500 index of 16.5% and the Wilshire 5000 index of 12.8%. It

was higher than the LH Govt/Corp index of 7.1%. (See page 93)

6. The PSU Foundation average annual compound nominal return for one, two, and three year comparisons reveal a second consecutive year of decline in FY 1990 but a three and four year average better than the average for all institutions. For one year (FY 1990), PSU showed a 8.9% return compared to an equal-weighted mean for all institutions of 9.6%, which may reflect the equity investment policy of the PSU Foundation. For two years (FY 1989-1990) the PSU Foundation return amounted to 10.8% compared to the equal-weighted mean of 11.7%; for three years (FY 1988-1990), the PSU Foundation return amounted to 9.3% compared to the equal-weighted mean of 8.1%; for four years (FY 1987-1990), the PSU Foundation return amounted to 10.5% compared to the equal-weighted mean of 9.4% of all institutions.

By this measure, the Pittsburg State University Foundation realized an average annual compound nominal return of 10.8% for two years (FY 1989 and FY 1990) compared to an equal- weighted mean of 11.7% for all institutions. The S&P 500 had 18.5% and the Wilshire 5000 12.8%. For the three year period (FYs 1988-1990) the PSU Foundation realized an average annual compound nominal return of 9.3% compared to an equal-weighted mean of 8.1% for all institutions. The S&P 500 had 9.3% and the Wilshire 5000 had 8.2%. For the four-year period (FYs 1987-1990) the PSU

Foundation realized an average annual compound nominal return of 10.5% compared to an equal-weighted mean of 9.4% for all institutions. The S&P 500 had 13.0% and the Wilshire 5000 had 11.1%. This performance reflects the equity investment policy of the PSU Foundation. (See page 104)

7. The Investment Pool average annual compound nominal return of 8.9% for the PSU Foundation created a three-way tie for the rank of 169 (top 45%) of 311 institutions that reported 1990 investment pool returns. The three-year average of 9.3% gave the PSU Foundation a rank of 55 (top 20%) of 275 institutions. (See Page 130)

8. The Investment Pool Real Return for the PSU Foundation was 10.3% in FY 1987 compared to a dollar-weighted mean of 12.1% for all institutions. For FY 1988, PSU's Foundation realized 2.4% compared to a -2.4% dollar-weighted mean for all institutions and a 7.2% return for FY 1989 compared to a dollar-weighted mean of 8.9% for all institutions. For FY 1990, PSU's Foundation realized 4.3% compared to a dollar-weighted mean of 5.7% for all institutions.

The Investment Pool Real Return for funds of $25,000,000 and under had an Average Annual Compound Real Return of 4.1% for FY 1990, while for the three years (FYs 1988-1990) it was 3.4%. For public institutions, the one year performance was 3.9% and 3.2% for the three years of FY 1988-1990. (See Page 135)

The real return allows for a factor of inflation based on the Consumer Price Index (CPI). The CPI percent used was 4.4% for FY 1990, 5.3% for FY 1989, 3.8% for FY 1988, and 3.7% for FY 1987. (See Pages 93 and 137)

9. The Investment Pool Average Annual Compound Real Return for the PSU Foundation was 4.3% in FY 1990 compared to an equal-weighted mean of 5.0%. For two years (FYs 1989-1990) it was 5.7% compared to an equal-weighted mean of 6.6%; for three years (FYs 1988-1990) it was 4.6% compared to an equal-weighted mean of 3.5%; and for four years (FYs 1987-1990) it was 6.0% compared to an equal-weighted mean of 4.9%. (See Page 148)

April 26, 1991

APPENDIX 10

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